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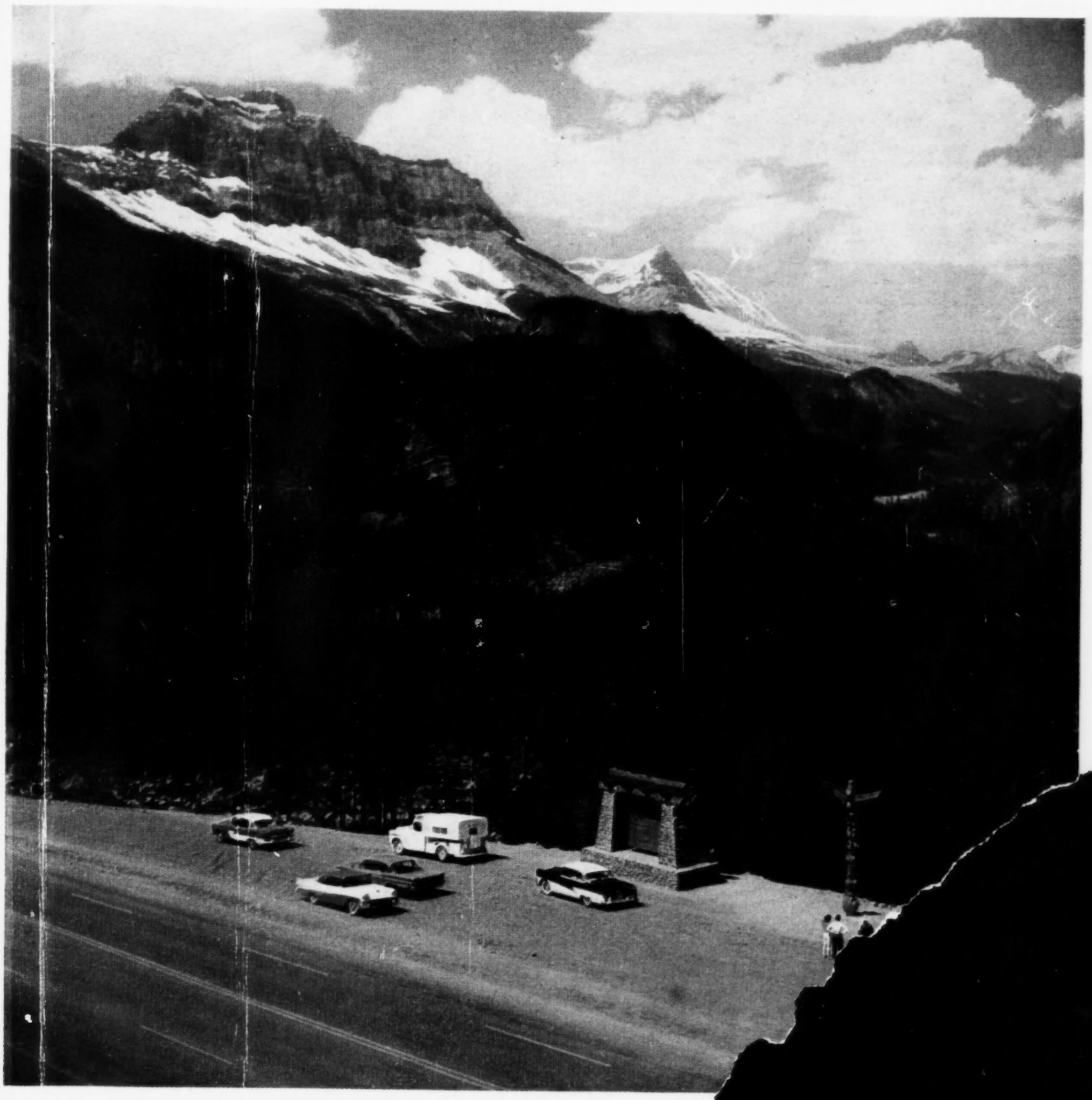

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Front cover photograph

Yoho National Park, British Columbia, was established in 1886 and has an area of 507 square miles. It is situated in the heart of the Rockies and is easily accessible from the Trans-Canada Highway and the main transcontinental Canadian Pacific Railway. This characteristic view of Canadian scenery is being used as the cover of a folder containing reprints of the *Board of Trade Journal* articles on Canada for distribution to UK firms by the CANEXTOUR teams.

Photo courtesy: Canadian Government Travel Bureau.

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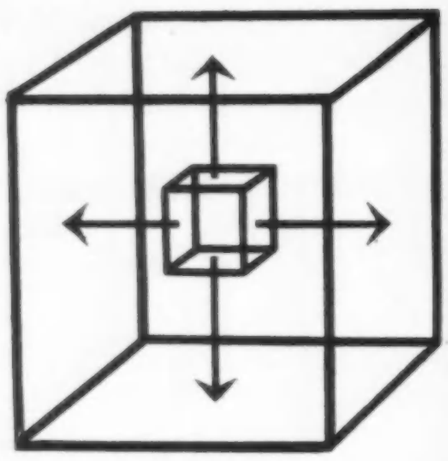

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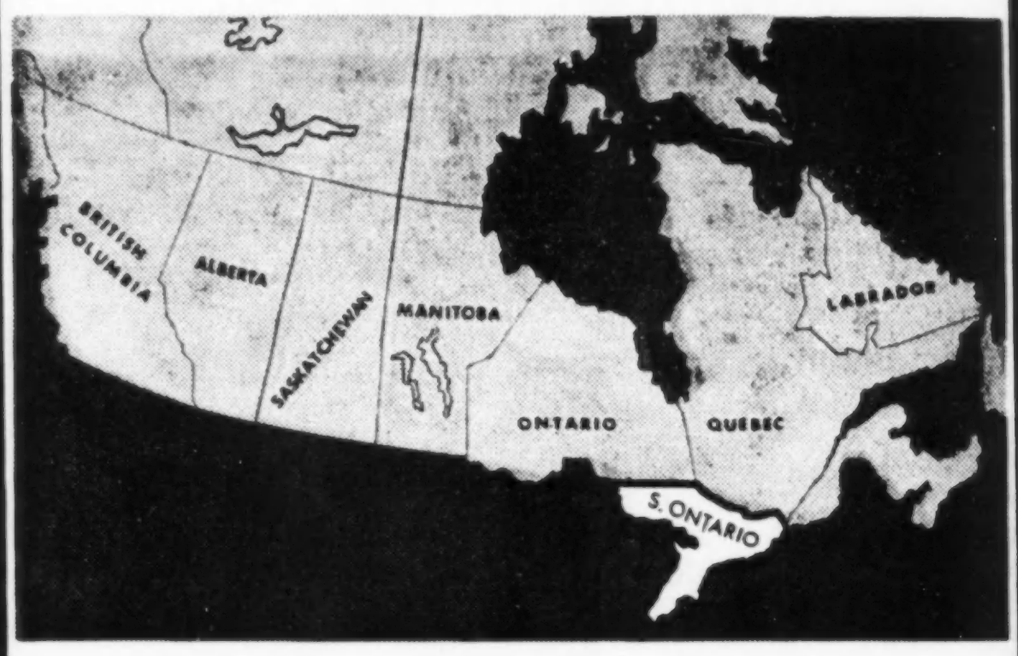

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Canada: the market for capital goods

by C. W. BLACKMAN, M.B.E., British Trade Commissioner, Toronto

This is the fifth in a series of articles on Canada in anticipation of 'Canextour' which begins at the end of October. Previous articles in the series were published on October 1, October 8, October 15 and October 22 respectively. During the tour two teams of British Trade Commissioners from Canada will interview some 800 British firms with the object of increasing our exports to this valuable market.

A SURVEY OF investment intentions conducted by the Canadian Government's Department of Trade and Commerce early this year indicated that total outlays by Canadian business on new plant and equipment during 1965 would probably amount to about £2,400 million, an average of £133 per head of the population. Outlays in the manufacturing industries alone were expected to run at almost 25 per cent over and above similar outlays in 1964, the greatest advances being anticipated in chemical, motor vehicle, petroleum and pulp and paper production.

Another survey made for the Economic Council of Canada estimated that Canadian industry would pay £1,233 million next year to replace existing equipment and to buy new machines to fill the dozens of new plants currently being constructed across the country.

To provide Canada with a well-employed, fully productive economy it forecasts industry's annual equipment bill may, by 1970, have risen to as much as £1,600 million.

Inevitably the biggest purchases of machinery will be made in Ontario where annual expenditure already far exceeds outlays in every other province. Major projects are not, however, confined to Ontario. Pulp and paper projects in British Columbia, potash development in Saskatchewan, iron and steel and chemical processing plants in the Province of Quebec, for instance, will all add to the demand for new machinery and equipment. A list, published in a Toronto newspaper, recently gave details of more than one hundred major projects proposed and/or begun this year with locations stretching from coast to coast. This list, comprising only projects individually costing one million dollars or more, nevertheless totalled more than £1,200 million.

A four-ton die casting machine made by Emb Co. Ltd., West Bromwich being loaded on to a BOAC CL 44 freighter. Air freight must often be used to speed the delivery of machines and parts to the Canadian market.

Electric power

To meet the anticipated demands of industrial and domestic consumers, Canada's electric power producers have some 17,300 MW of new capacity either under construction or scheduled for service within the next few years, and a record £324 million is being spent across the country this year on the building of power stations and the erection of EHV transmission lines. Massive though this expenditure is, Mr. J. M. Hambley, General Manager of Ontario's Hydro Electric Power Authority, thinks that future expansion will be of such magnitude that it 'staggers the imagination', and has suggested that public utilities in the next ten years will have to install as much generating capacity as they have during all of the past 60 years.

Ontario Hydro's own plans cover hydro-electric, thermal and nuclear generation. Hydro power projects on the Madawaska River, for instance, will give an output of 465.5 MW by 1969 and a new coal-burning plant now building at Sarnia on Lake Huron will have a capacity of 2,000 MW when completed in 1971. More interesting, however, is Ontario Hydro's venture into nuclear generation. Work has already begun on the Pickering Nuclear Power Station near Toronto scheduled to produce an initial 1,080 MW by 1970 from two natural uranium-fuelled Candu-type reactors. Plans for this plant, however, envisage its subsequent doubling to 4 x 540 MW sets, with the possibility of a further doubling to eight sets if demand warrants.

Other provinces have equally ambitious schemes in hand. The Manicouagan-Outardes hydro-electric complex in the Province of Quebec will add 747.5 MW of new capacity this year and will eventually boost the power output on these two rivers to 6,000 MW. The generating station of British Columbia's Portage Mountain Dam on the Peace River is designed for a capacity of 2,300 MW and will house the greatest concentration of power generating facilities in British Columbia. Alberta has hydro units under construction at Big Bend and thermal units at Wabamum, and so development goes on right across the country. One of the most ambitious projects in the electric power field is, in fact, one put forward by the British Newfoundland Company for harnessing the water power from the Churchill Falls (formerly Hamilton Falls) in Labrador, near the Quebec border. The falls, over 100 feet higher than Niagara Falls, are claimed to have a power potential of six Boulder dams. Negotiations between the British Newfoundland Company and the various authorities concerned have been some-

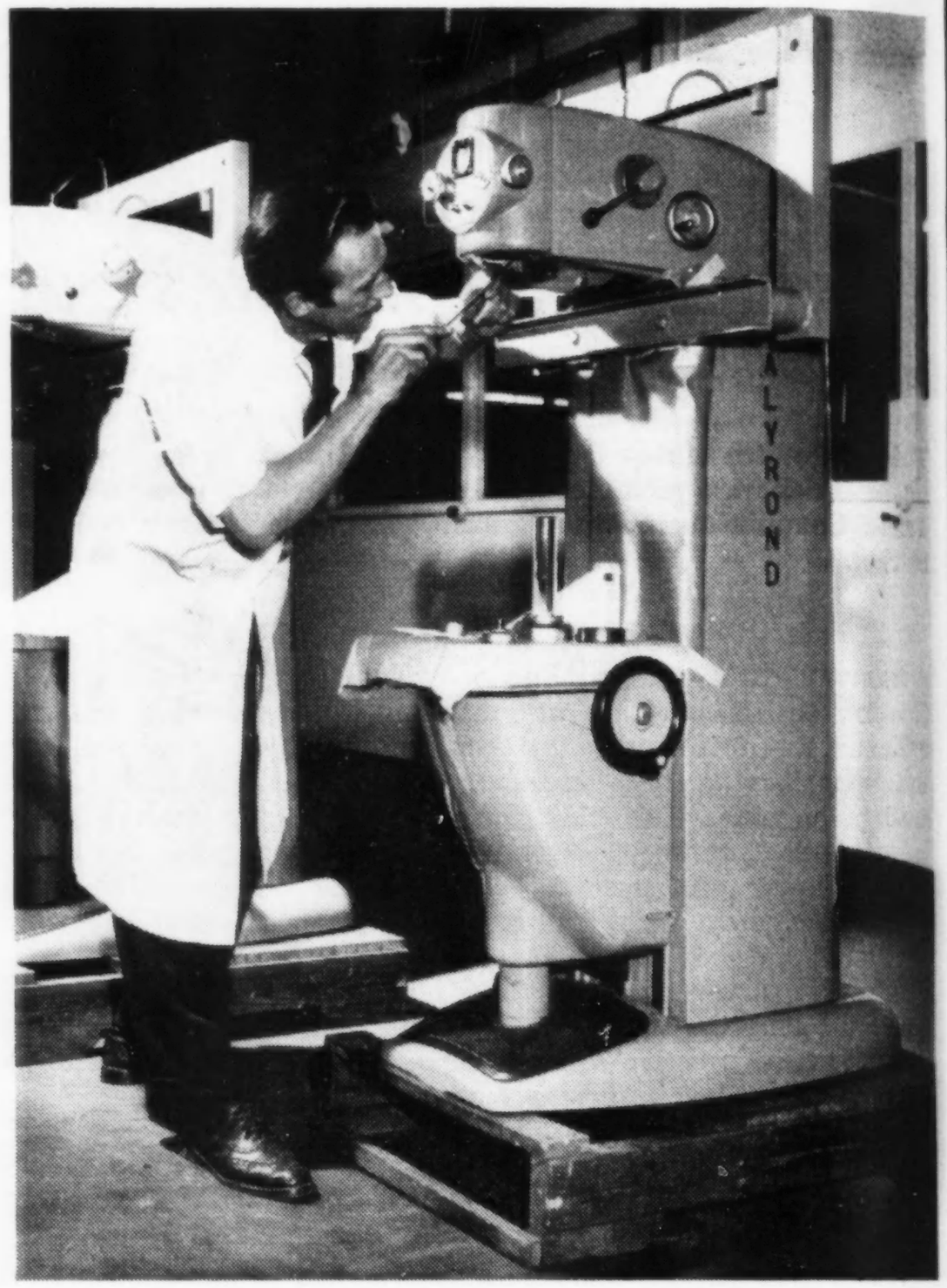
what protracted, but there is every evidence that the project will soon get under-way. It envisages an installed capacity of 6,000,000 h.p. with a minimum output of 5,000,000 continuous h.p.

Pulp and paper industry

The Canadian pulp and paper industry expects to spend about £104 million during 1965 on new machinery and equipment, a figure more than double that for 1963. Projects planned for the future are too numerous to mention, but some of those involving the largest expenditure include a kraft pulp mill at Squamish, British Columbia, costing £20 million and due for completion in March 1968, an additional newsprint machine at Grand Falls, Newfoundland, and further machines at Kapuskasing, Ontario; River Bend, Quebec; and Crofton, British Columbia. The capital expansion in pulp and paper industry makes it the fastest expanding industry in Canada after the electric power industry. The bulk of this expansion is taking place in British Columbia, where five new pulp mills with a total capacity of 1.1 million tons are presently under construction, the last of which is expected to come into production in 1967. A further three pulp mills expected to come into production between 1968 and 1970 have not yet been constructed, while there are plans for a further ten mills to be constructed by about 1970 at a cost of £200 million to provide a pulp capacity of two million tons. All these mills will be situated in British Columbia, 15 of them in the interior of the province, which contains more than half of all the merchantable softwood timber in the whole of Canada.

Chemical and plastic industry

Capital investment intentions of the chemical industry have soared to a record level of £103 million. The expansion programme will affect every segment of the chemicals and allied products industries and will be highlighted by an exceptional outlay for the expansion of fertilizer production. New plants being built in every province from British Columbia to New Brunswick will more than double Canada's chemical fertilizer capacity. A major boost in capacity to make polyvinyl chloride plastics is on the way. Four companies are expanding or building new plants to make PVC resins to more than double existing capacity. Two companies are raising their capacity to make acrylonitrile – butadiene – styrene-type plastics and the biggest producer of polyethylene resins is expanding again. The record industrial pace is also boosting the demand for a broad range of the industrial chemicals which enter into the basic processes of manufacturing operations, and this demand is itself leading to further expansions in the production of such chemicals as ammonia, caustic soda, chlorine, sulphuric acids, and soda ash.



A Talyrond roundness measuring instrument is finally inspected before shipment to Canada at the Leicester works of Rank Taylor Hobson.

Mining

In the mining field in Canada this year some 15 to 20 properties will come into production representing a capital outlay of between

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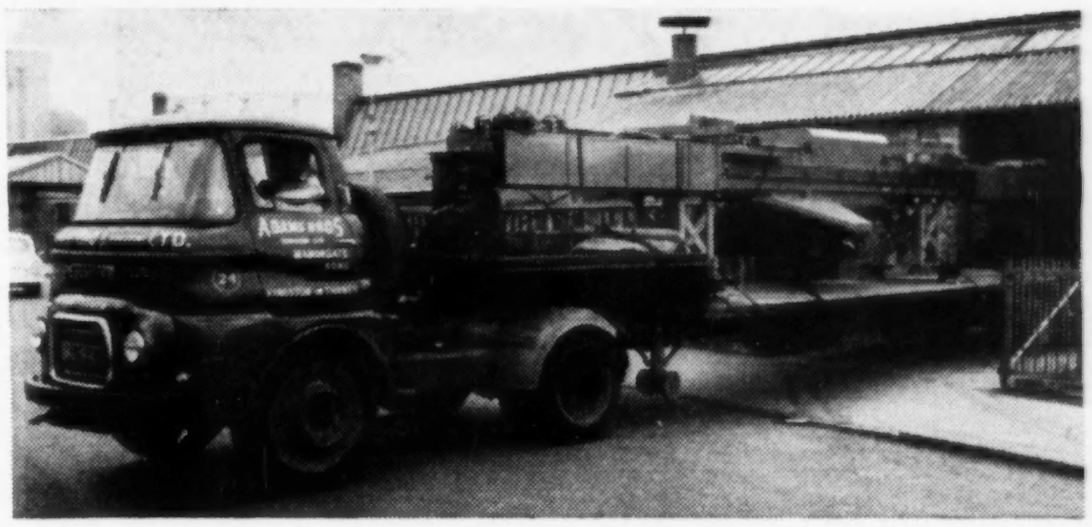
The 8 ft. diameter bow sheaves and bow hoist of C.C.G.S. John Cabot, 6,170 tons displacement, a new Canadian icebreaker/cableship. The Equipment Division of Submarine Cables Ltd. (a British company owned jointly by AEI Ltd. and BICC Ltd.) supplied at a cost of over 600,000 Canadian dollars all the cable laying machinery and cable handling gear from its Greenwich, London, factory. Built by Canadian Vickers Ltd. of Montreal for the Canadian Department of Transport, she will carry out cable laying and repair operations for the Canadian Overseas Telecommunications Corporation. She is believed to be the first dual-purpose vessel of her kind and the most powerful cableship in the world.

£133 and £167 million. Higher prices for key metals have enabled operators to expand their research, exploration and capital spending. In British Columbia, for instance, large-scale copper and molybdenum developments are planned, including an £18 million capital project by Granduc Mines Ltd. In Saskatchewan and Manitoba potash developments are moving forward at a rapid pace, and production by 1967 will be close to five million tons annually. In Ontario and Quebec large-scale iron ore projects are again in the making. Ontario alone has new iron ore projects costing around £50 million either ready to start or already started, and being pushed ahead. Nor are the Atlantic Provinces lagging behind in mining progress with projects in lead, zinc, copper and molybdenum at such points as Whalesback and Notre Dame in Newfoundland, and in Nova Scotia and New Brunswick.

In another mining sector the International Nickel Co., which currently produces around 444 million pounds of nickel a year, or 65 per cent of world capacity, recently announced a £26 million expansion project aimed at increasing the capacity of its nickel mines in the Sudbury area. The expansion programme includes the construction of a mill capable of handling 22,500 tons of ore a day, and a pipeline to transfer the concentrate from the new mill to a smelter at Copper Cliff, four miles away. A shaft which the company is sinking at its 65-year-old Creighton mine will reach a depth of 7,150 feet, the deepest single shaft in the whole of North and South America.



One of the two Duplex Han-co-sine giant ratio oxy-cutting machines ordered for the Canadian market, leaving the factory of Hancock & Company (Engineers) Limited, Progress Way, Croydon, Surrey.

Secondary industry

The Department of Trade and Commerce estimates of the amount which various secondary industries will spend on machinery and equipment during 1965 are as follows:

Food and beverages	£61.3 million
Tobacco products	£2.5 million
Leather	£1.7 million
Textile	£29.6 million
Clothing and knitting mills	£5.2 million
Wood	£27.2 million
Furniture and fixtures	£2.3 million
Printing and allied industries	£11.6 million
Metal fabricating	£27.5 million
Rubber	£12.3 million
Electrical products	£21.9 million

The purchases involved will include machine tools of all kinds, packaging machinery, textile machinery, and many other types of machinery for such plants as the £0.5 million shoe plant for Genesco Canada Ltd. at Preston, Ontario; the £0.8 million expansion of the H. J. Heinz Co.'s plant at Leamington, Ontario; and a £1.2 million plant for Clairtone Sound Corporation at Stellarton, Nova Scotia.

Canadian producers alone cannot hope to cope with the total demand for machinery and equipment resulting from the huge industrial expansion going on in their own country. The Machinery and Equipment Manufacturers' Association of Canada estimates that the Canadian share of the total market for machinery does not now exceed 38 per cent, and this means that the remaining 62 per cent of the market is available to suppliers from other countries. Britain, of course, already sells a good deal of machinery to Canada every year, and this machinery is highly regarded, but it is possible that British exports to Canada in the next few years might be as much as doubled if British manufacturers were able to take advantage of all the opportunities afforded to them.

(*Continued on next page*)

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CANADA: THE MARKET FOR CAPITAL GOODS, *continued*

The P and O liner 'Canberra' in Vancouver, British Columbia. Giant liners from every country of the world visit this busy port handling more cargo than Seattle, Portland, San Francisco and Los Angeles combined.

Canadian industrialists are often keen to buy British, but in view of the pace of their development they are not able to wait for British machinery and equipment, even though this equipment may often be of better quality and no more expensive in price than equipment from other countries. Once a Canadian company has taken a decision to build a new plant or to expand an old plant, the buyer demands almost immediate delivery of the necessary machinery and places his orders where this delivery, coupled with the necessary sales drive and after-sales service, is offered to him. Early delivery is, in fact, the key to expanding sales of British machinery in Canada.

Market reports and export opportunities in Canada

THE *Export Service Bulletin* Special Supplement on Canada, B.117/65, which was published on June 15, 1965, contained market reports on foodstuffs and confectionery; packaging machinery; electronic components; materials handling equipment; pumps, valves and compressors; recording, control and measuring instruments; surgical/medical instruments, apparatus and related accessories; laboratory and scientific instruments, equipment and glassware; selected toys; machine tools and ancilliary equipment; textile machinery. It also contained "Some Facts About Canada' and 'General Guide to Selling in the Canadian Market'.

The following Export Opportunities are some of those which have been published in the Bulletin during July, August and September:

Bulletin No.	Date of Publication	ESB File Ref. No.	Commodity
132/65	July 5	23891/65	Clothing materials.
138/65	July 13	24788/65	Sueded plastic sheeting.
142/65	July 19	25882/65	Books; fishing tackle; toys and games.
151/65	July 30	27376/65	Sanitary-ware.
158/65	Aug. 9	28601/65	Sputum cups; wound dressing protectors.
160/65	Aug. 11	29008/65	Glue.
162/65	Aug. 13	27655/65	Equipment for the shipbuilding industry.
172/65	Aug. 27	30143/65	Resins; slitting machines; wood pulp.
180/65	Sept. 9	32135/65	Parts for the aluminium manufacturing industry.
187/65	Sept. 20	33493/65	Industrial consumables.
189/65	Sept. 22	34333/65	Micro film machinery and supplies.
191/65	Sept. 24	31103/65	Clocks; watches; hospital and medical supplies.

Copies of all the Bulletins mentioned above are available at 2s. 0d. each, from Room H28, Board of Trade Export Services Branch, 35 Old Bailey, London, E.C.4.

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Exporting to Canada: 'Canextour' is launched

LORD BROWN, Minister of State at the Board of Trade, inaugurated a new export drive to Canada, on October 26, when he was host at a press reception in London to meet the 'Canextour' team.

'Canextour' is the code name of an operation mounted by the Board of Trade to increase British exports to Canada. Six senior British Commercial Officers from Canada, accompanied by two market officers and divided into two teams will, beginning on October 28, spend six weeks having private interviews with managements of some 800 firms in the United Kingdom to discuss market opportunities in Canada. In addition, the teams will be attending meetings of Chambers of Commerce and similar bodies in London, Norwich, Birmingham, Manchester, Cardiff, Glasgow and Belfast.

The 800 firms in 'Canextour' have been invited to take part on the basis of the products they make. Eleven categories of goods were selected as among those where there are excellent prospects of British exporters increasing their share of trade in Canada against American and other competition. The group of products covered are:

Electronic components; foodstuffs and confectionery; laboratory and scientific instruments, equipment and glassware; machine tools and ancillary equipment; materials handling equipment; packaging machinery; pumps, valves and compressors; recording, control and measuring instruments; selected toys; surgical and medical instruments, apparatus and related accessories; textile machinery.

The 'Canextour' team

Members of the team are:

Mr. Noel S. Belam, Principal British Trade Commissioner, Vancouver.
Mr. Shaun Stewart, MC, British Commercial Counsellor, Ottawa.
Mr. Gordon Husted, British Trade Commissioner, Manitoba, Saskatchewan and North West Ontario.
Mr. G. R. Latham, British Trade Commissioner, Atlantic Provinces.
Mr. B. C. Harries, British Trade Commissioner, Montreal.
Mr. C. W. Blackman, MBE, British Trade Commissioner, Toronto.
Mr. C. N. Mann, Market Officer, Montreal.
Mr. I. D. Grant, Market Officer, Toronto.

The Canadian market

There have never been greater opportunities than now to increase British exports to Canada. Canada is in the midst of a period of economic expansion. The gross national product rose by £1,300 million to £15,700 million in 1964 and the Economic Council of Canada has set a growth target of 5.5 per cent per annum over the next five years. Construction work is at a high level, industrial development shows no sign of slackening and the retail trade is buoyant.

With a population nearing 20 million and rapidly increasing, Canada has the second highest standard of living in the world. She is also a relatively large importer, mainly of manufactured goods. In 1963, Canadian imports were equal to one third of the total goods imported into the United States which has nearly 10 times the population. In the first six months of this year, imports, at £1,358 million were 10 per cent higher than for the same period last year.

That we are not exploiting this growing market to the full is illustrated by the fact that our exports to Canada fell from £222 million in 1961 to £187 million in 1964, representing only 8 per cent of Canada's total imports; and have risen by only 1 per cent in the first eight months of 1965.

The 'Canextour' team will be able to give the firms they see information and advice from first-hand knowledge and experience of Canada, whether those firms are already trading in Canada or contemplating taking their first plunge. The operation will thus provide a sound and useful service in helping manufacturers to assess the opportunities for their own products in this tough but challenging market.

Lord Brown told the press conference that Canextour was part of the general export drive: 'What I think needs to be hammered home is the target of 25 per cent increase of exports by volume – and this is a very much bigger target than by value – by 1970. What I want to get through is that this has just got to be done; it must be done or we are in very serious trouble indeed.'

Canadian articles: corrections

IN THE ARTICLE on retail selling in Canada which was published in last week's *Journal*, the years in the column headed 'Percentage increase' of the table in paragraph 4 should have read 1964/55, and not 1964/65.

The article 'Canada: the Market Surveyed', published in the *Board of Trade Journal* of October 15, should be ascribed to G. J. Husted, British Trade Commissioner at Winnipeg, and not to J. B. Ingram, First Secretary (Commercial), Ottawa.

Export achievement dinner for gifts exporters

THE BRITISH National Export Council singled out two British giftware manufacturers for export achievements at a dinner given by its Committee for Exports to Canada in London, on October 25. Lord Brown, Minister of State, Board of Trade, welcomed Mr. Colin Thomson, managing director of Robert Normansell Ltd., the Birmingham decorative brassware manufacturers, and Mr. Marcel Mann, of Adrian Mann Ltd., London designers and manufacturers of costume and reproduction jewellery.

The two giftware executives were singled out for their work during a trade mission to Canada and the United States organized earlier this year by the Export Council for the gifts industry. Mr. Elkan Simons, chairman of the Export Council, who led the mission, was among those present to congratulate the two gifts exporters.

During the tour of seven North American cities Mr. Thomson showed exceptional enthusiasm and activity not merely in dealing with buyers who visited the sample shows but in going out and finding buyers. Mr. Mann, son of the founder of his firm, is only 21 and on his first visit to America, showed unusual enterprise in securing orders for his firm's products.

'Trading with the world'

FIVE HUNDRED delegates representing over 40 Junior Chambers of Commerce from all parts of Britain will discuss the theme 'Trading with the world' at the Junior Chambers of Commerce National Conference which is being officially opened today (October 29) and will last until October 31.

HRH Prince Philip has granted his patronage to the Conference. The Lord Mayor of London is attending the banquet in Guildhall, and many prominent personalities of the business and political world will be taking part. Sir Peter Runge (Vice-President of the Confederation of British Industry) is officially opening the conference. Mr. Eric Wyndham White (Director-General of General Agreement on Tariffs and Trade) is the chief speaker at the banquet, at which Mr. G. Darling, Minister of State, Board of Trade, and Mr. G. Thomson, Minister of State, Foreign Office, will be present.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

President claims success for Government financial policy

SPEAKING at the Aluminium Federation luncheon in London, on October 21, Mr. Douglas Jay, President of the Board of Trade, said: 'I know the aluminium industry has often, and very understandably, in the past complained about the 'stop-go' policies of previous Governments. These can naturally cause great waste and inefficiency from the under-use of the extremely costly capital equipment in an industry of this kind. This is one compelling reason why the present Government has made the avoidance of 'stop-go' a major objective in its policy.

'We can now claim some success in achieving that aim. In the last year we have strengthened the £, and halved the previous balance of payments deficit, without internal deflation or widespread unemployment of labour or capital. Our productive capacity is fully employed, and output is still rising. This is the first time for many years that a sterling crisis has been overcome without resort to outright deflation.'

'Tourism is big business'

—Mr. Roy Mason

'INTERNATIONAL TOURISM to-day is big business,' said Mr. Roy Mason, Minister of State, Board of Trade, at a lunch of the London Convention Bureau in London, on October 21. 'In the two decades since the end of the last war, it has developed from relatively small proportions to become a very substantial contributor to the credit side of our balance of payments. For this impressive progress, of course, the British Travel Association and the regional tourist boards, including the London Tourist Board, in their more local spheres, deserve a very large measure of credit.'

The Minister of State said that in 1964 the United Kingdom received no less than 3 million visitors including those from the Irish Republic who spent nearly £200 million in Britain. This figure would be increased considerably if the fares paid to British carriers were also to be taken into account.

The Minister of State continued that for various reasons the revenue from tourism had in the past year or two been tending to level out, and strenuous promotional efforts were needed.

'In the first place,' he said 'competition for a share in the rapidly expanding international market for tourism is becoming more and more intensive with each year that passes. More countries are entering the race; and the Government of one country in particular – I refer, of course, to the United States, which have always been especially important sources of visitors to Britain – has been voicing concern at what it calls their "tourist imbalance" and has been taking steps to encourage their citizens to take holidays at home. We must recognize that there is a lot of space in both the North American countries for holidays appealing to a wide range of tastes.'

New generations of citizens were growing up in Commonwealth countries who did not always think of Britain as 'home,' and much more effort would have to be directed to wooing them as tourists.

The Minister of State went on: 'It has always been the visitors from the United States or older Commonwealth countries like Canada, Australia and New Zealand who have stayed longest on their visits to Britain and who on the whole have, therefore, spent most money. It seems to me that we may now be entering an era when we shall have to fight hard to attract increasing numbers of visitors, who may tend individually to stay for shorter average periods – partly because of a tendency to fare further and visit more countries, and partly because a larger proportion of our visitors will be drawn from Europe. If we are not careful we can thus face a situation in which the numbers of tourists would be well maintained or continue to expand but national earnings from tourism might actually decline. None of us can want that to happen; and one of the surest ways of averting it will be to increase as fast as we can the numbers of visitors who are the free spenders.

'All of which leads me to commend the initiative of the London Tourist Board in establishing the London Convention Bureau over two years ago. There is indeed an important task for the Bureau to undertake. Against the sort of background I have sketched, it is vital that we should go all out to attract what I might call the specialist visitor, as well as attracting the ordinary tourist; and you are concerned with attracting international conventions to London. I understand that already last year London attracted no less than 90 international conferences and that, on this showing, London ranks ahead of all European cities except only Paris.

'So the attraction of international conventions to London is, as I see it, a most important part of our tourist promotional effort. The greatest effort is going to be particularly needed in the years which lie immediately ahead.'

Mr. Roy Mason addresses British travel agents association

'WITH GREATER NUMBERS of people travelling at home or abroad it becomes more important for the travel trade to ensure that the services it sells to the public are as good as the public can expect. This is the constant aim of the Association of British Travel Agents.' This was said by Mr. Roy Mason, Minister of State (Shipping), Board of Trade, when he spoke at the annual convention of the Association of British Travel Agents in Jersey on October 25. Emphasising the rôle which every British citizen can and should play to the advantage of his own country, the Minister said: 'It is necessary that all of us should show our visitors every consideration and kindness and give them any help which lies within our power so that at the end of their holidays they will take back to their homes and their friends an attractive image of Britain and of the British people. At the same time British tourists who travel abroad go in a very real sense each as individual ambassadors for Britain. How they conduct themselves towards the residents of the countries they visit will again have a lot to do with the fashioning of a good image for Britain, and this image could be the means, at no cost to public or private funds, of attracting even greater number of visitors to our shores.'

Referring to the procedures which foreign visitors have to come through at British ports and airports, the Minister said that in the past some people had described these as 'unnecessary irritants'. He was now happy to announce that the British Customs and Excise were engaged in a careful review of their arrangements for meeting and interviewing the traveller on his arrival in the United Kingdom. They had visited a number of Continental countries to see how these matters were arranged there, and they had been, and would be, carrying out a number of experiments at various ports and airports. The results and experience gained from these experiments and from the visits overseas would be translated into changes to ease and speed the flow of passengers presenting themselves to the Customs on arrival in the United Kingdom.

British Trade Office opens in Dallas, Texas

THE BRITISH GOVERNMENT is to open an official Trade Office in Dallas, Texas, on November 3. In doing this the Government has recognized the rapidly growing possibilities for our exports not only to Texas but also to the wealthy States around it for which Dallas is a distribution centre.

The population of Dallas has increased 30 per cent during the past eight years. It is a major centre of the oil-equipment, aircraft, precision instruments, electronics, chemicals and clothing industries. The wealth from these as well as its oil and financial activities also make it a substantial and expanding market for all of Britain's consumer goods.

The Trade Office will be opened by Lord Rhodes, Parliamentary Secretary to the Board of Trade, when he visits Dallas on November 2 and 3 during a tour of the United States. It will be situated at 813 Stemmons Tower West (2730 Stemmons Freeway), Tel. ME7-33600) three miles from down-town Dallas and mid-way between the airport and the vast complex of the Dallas Trade Mart. The Office will be staffed by Mr. O. B. Mackie, Vice-Consul (Commercial) and a Commercial Assistant.

British businessmen are invited to send trade inquiries to the Dallas Trade Office or, if they cover or are likely to cover Texas as a whole, to the British Consulate-General at 1005 World Trade Center, 1520 Texas Avenue, Houston, Texas 77002, which will send them to Dallas as well as making inquiries elsewhere.

They are also invited to visit the Trade Office when in Texas, where they will find available all the usual services to be found in the Commercial Departments of Embassies, High Commission Offices and Consulates. The Trade Office will however deal exclusively with trade questions and, as far as Texas is concerned, consular matters (passports, visas etc.) will continue to be dealt with in Houston.

British Overseas Commercial Representatives' visits during November 1965 to January 1966

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during November 1965 to January 1966.

BRITISH GUIANA (Georgetown)	A. S. Payne	Assistant British Trade Commissioner	From November	Previously covered British Guiana from Trinidad (Port of Spain).
CANADA (Ottawa)	*M. K. Butler	Second Secretary (Commercial)	December/January	In present post since early 1964.
GHANA (Accra)	S. J. Gross	Counsellor (Economic and Commercial)	From early December	In present post since 1963.
GUINEA (Conakry)	P. F. Parfitt	Second Secretary (Commercial)	January	In present post since 1964.
JAPAN (Tokyo)	R. B. Crowson	First Secretary (Commercial)	January	In present post since 1963.
	S. E. Warder	Second Secretary (Commercial)	From early December	In present post since 1963.
MALI (Bamako)	A. E. Farrell	Second Secretary	January	In present post since 1964.
PHILIPPINES (Manila)	E. C. Kitson	First Secretary (Commercial)	January	In present post since 1962.
UNITED STATES (Los Angeles)	B. H. Wilcox	H.M. Consul (Commercial)	January/February	In present post since 1963.
VENEZUELA (Caracas)	K. W. H. Nash	Third Secretary (Commercial)	January	In present post since 1963.
YUGOSLAVIA (Belgrade)	P. Yarnold	Third Secretary (Commercial)	January	In present post since 1964.

*Deals mainly with Federal Customs and Tariff matters, including anti-dumping problems.

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices together with the areas covered, and the appropriate Office for Northern Ireland, were listed at page 925 of the *Board of Trade Journal* of October 15). Those firms and organizations *other than* in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London, should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade, or, in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

Governor of Hong Kong in talks with the Board of Trade

SIR DAVID TRENCH, the Governor of Hong Kong, accompanied Mrs. Eirene White, the Parliamentary Under-Secretary of State for the Colonies, to a meeting with Mr. Douglas Jay, the President of the Board of Trade, which was held on October 19 at the Board of Trade.

The purpose of this meeting was to discuss certain questions affecting Hong Kong exports of cotton textiles to Britain, new arrangements for which will need to be brought into force from the beginning of next year.

The Governor, during his visit to London, has also had further detailed discussions of these questions with officials at the Colonial Office and the Board of Trade.

EFTA Ministers meet in Copenhagen

THE EFTA COUNCIL and the Joint Finland-EFTA Council are meeting at ministerial level in Copenhagen from October 28-29 with Mr. Per Haekkerup, the Danish Foreign Minister, in the chair. The United Kingdom ministerial delegates are Mr. Michael Stewart, Foreign Secretary, Mr. Douglas Jay, President of the Board of Trade.

The Ministers are considering reports prepared by the Council at official level in accordance with the two mandates decided at the last ministerial meeting at Vienna in May: one on possible ways of furthering closer contacts with the EEC, and the other on the development of EFTA co-operation. The final communique will be published in next week's *Board of Trade Journal*.

EFTA INFORMATION CENTRE

*The Board of Trade maintains an EFTA Information Centre to disseminate information about European Free Trade Association activities and to deal with general inquiries and advise on sources of more detailed information. Inquirers interested in any aspect of EFTA who do not know where to begin seeking information are invited to contact the EFTA Information Centre, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.*1. (*Tel. Abbey* 7877, *Ext.* 2479/2480).

Record half-year for ECGD

THE EXPORT Credit Guarantee Department announces that in the first half of the current financial year (April-September) the Department insured 'commercial' business amounting to £664.5 million – a record for the half-year, and 12 per cent more than in the corresponding period last year. The number of Comprehensive policies current at the end of September was 8,117 compared with 7,354 a year ago.

New commercial business insured during the quarter on terms exceeding six months credit amounted to £70.8 million, including chemical plant (£6.5 million), ships (£5.0 million) and aircraft (£1.5 million).

Formal quarterly statement

The number of Comprehensive policies current (under Section 1 of the Export Guarantees Acts) at the end of the third quarter of 1965 was 8,117. This compared with 7,874 at the beginning of the quarter and 7,354 at the end of the corresponding quarter last year.

The face value of Comprehensive policies current at the end of the quarter was £1,552.8 million, compared with £1,473.4 million at the beginning of the quarter, and £1,309.8 million at the end of the corresponding quarter last year.

New Specific policies (covering individual contracts) to a face value of £15.3 million were issued during the quarter. Taking these together with new contracts involving more than six months credit declared under Comprehensive policies, the total of new business insured during the quarter where terms have exceeded six months credit was £70.8 million, compared with the quarterly average over the previous 12 months of £48.3 million.

The combined value of all Comprehensive and Specific insured business (including external trade) declared as shipped during the quarter amounted to £368.9 million, compared with £295.6 million in the previous quarter and £277.4 million in the corresponding quarter last year.

Statutory return

DURING THE quarter ended September 30, 1965, the Department assumed liability:

(a) under Section 1 of the Export Guarantees Act, 1949-1964, up to a maximum of £133,227,504 in respect of guarantees amounting to £237,696,936;

(b) under Section 2 of the Export Guarantees Act, 1949-1964, up to a maximum of £42,800,401 in respect of guarantees amounting to £43,230,518.

'Call Export Intelligence'

We can help you profit from new markets overseas.
Call EXPORT INTELLIGENCE
- and get the vital facts, key contacts and individual guidance you need–for the price of a telephone call

The Board of Trade's 'Call Export Intelligence' advertising campaign was resumed conjointly in sections of the National Press and the *Board of Trade Journal* of September 24. The resumption was decided upon following the success of the previous campaign which brought in many inquiries from all parts of the country and especially from the London and South Eastern region.

The general theme that this is a personal, confidential service to British businessmen is maintained. Emphasis is placed upon the assistance which can be given to businessmen travelling abroad, on market information, on finding a good agent, on Board of Trade publications for exporters, on the *Board of Trade Journal* itself and on trading with EFTA countries. (*See back cover.*)

Exporters are invited to call us for:

1. Guidance on your individual export problem.
2. Information on the most likely market(s) for your product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts out for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture your product abroad.
10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

at HQ: London CITy 9633 Telex 25977

Belfast (Ministry of Commerce) Belfast 28271 Telex 74578
Birmingham MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49267
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
London (South Eastern Counties) TATe Gallery 4355 Telex 25991
London (Eastern Counties) TATe Gallery 6271 Telex 25991
Manchester DEAnsgate 9321 Telex 66104
Newcastle 27575 Telex 53178
Workington 3788

German automation mission's visit to Britain

THIS WEEK, from October 24 until tomorrow (Saturday), Britain presented a 'shop window' of some of the most advanced automation equipment in the world to a visiting mission of 22 senior executives from West German industrial organizations. Their visit was at the invitation of the Industrial Control and Electronics Division of the British Electrical and Allied Manufacturers' Association with the co-operation of the Export Council for Europe, the Central Electricity Generating Board and other user industries. Members visited factories and installations where automated equipment is either under manufacture or in operation.

The mission saw some of the latest technological developments of the British automation industry, including micro-miniature circuitry, measuring devices and the application of computers in industry, commerce, science and research and for the control of power stations. They also saw electronic equipment controlling and supervising the generation and distribution of electrical power throughout the West Midlands – one of the most advanced power control systems in operation anywhere.

Inquiry into the need for a National Instrument Service

THE SCIENCE RESEARCH COUNCIL, in collaboration with the Ministry of Technology and the Office of Scientific and Technical Information, set up earlier this year a Panel under the chairmanship of Professor G. Porter, FRS (Sheffield University), to consider the feasibility and economics of a centralized National Instrument service.

The Panel is hoping to find out whether such a service would be an effective means of meeting more economically the growing needs of research scientists for routine measurements on increasingly expensive research instruments. A description of some services which might be offered is being circulated, together with a brief questionnaire, to a cross section of potential customers. When an assessment has been made from the answers of the need for services of this kind and of their economic viability the Panel will make recommendations to the Science Research Council regarding any future action.

The Market Research Society to form an export group

AN EXPORT GROUP is to be formed by the Market Research Society, the professional body of Britain's market research practitioners. This was announced on October 20 at a luncheon in London by the Society's chairman, Mr. Larry Ovens, who said the Group would co-ordinate and encourage wider use of market research techniques to aid exports. It would seek to become one of the bodies authorized by the Board of Trade to approve Government grants for projects in this field.

The new group, concerned specifically with market research, would also co-operate with the Export Research Group, an independent body, whose chairman Mr. D. A. Tookey (Senior Lecturer in Management Studies at Leicester College of Technology), addressed the Society at the lunch.

Mr. John Potts, of Research Bureau Ltd. has been named to form the Group on behalf of the Society, under the chairmanship of Mr. G. Allen-Wolfe, also of Research Bureau Ltd.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

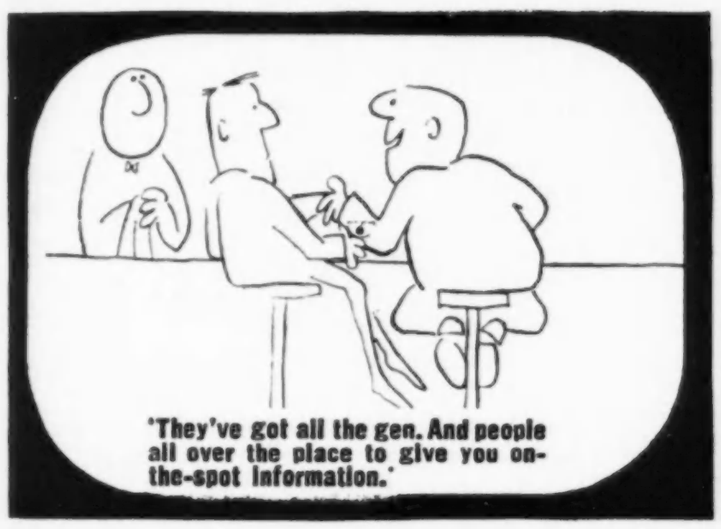
Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. " . . . *essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*"—*The Times.*
Monthly **3s. 6d.** (by post 3s. 11d.). Annual subscription **£2 7s.** including postage.

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller

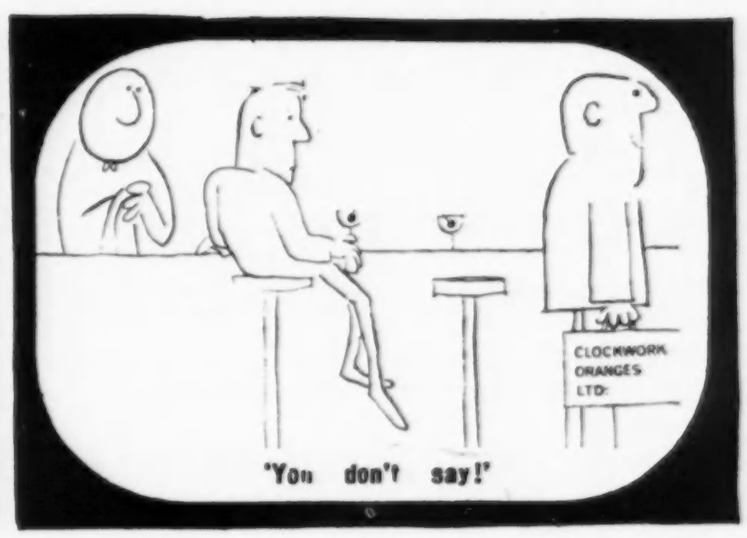
HMSO

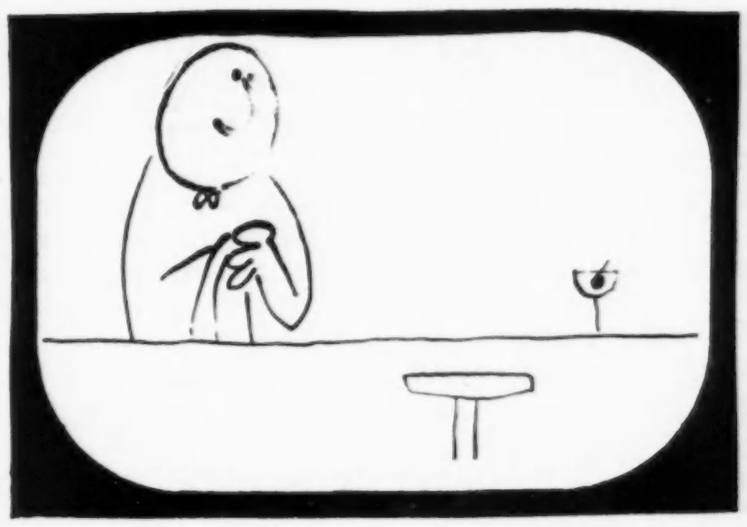
How to export clockwork oranges

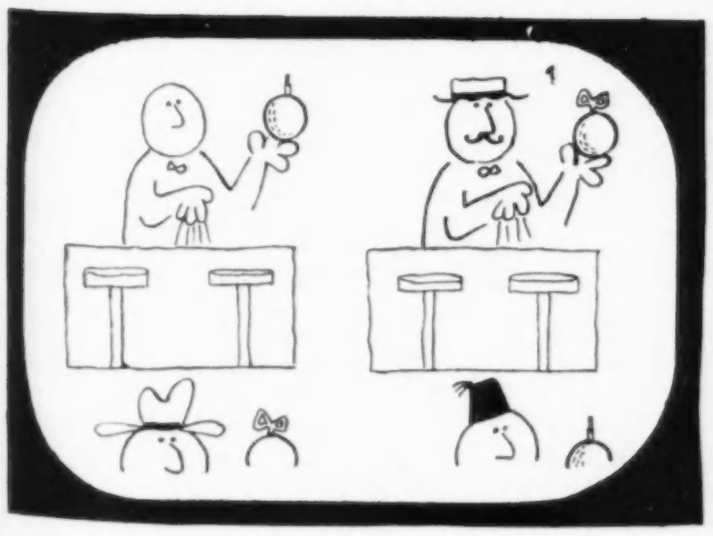
These drawings (reading from left to right) are taken from a one-minute cartoon film sponsored by the Board of Trade and produced by TV Cartoons Ltd. for the Central Office of Information. The film is designed for showing on television as part of the campaign to publicise the Government services for exporters. It has been shown several times on BBC1 and further transmissions will take place during the next few months.

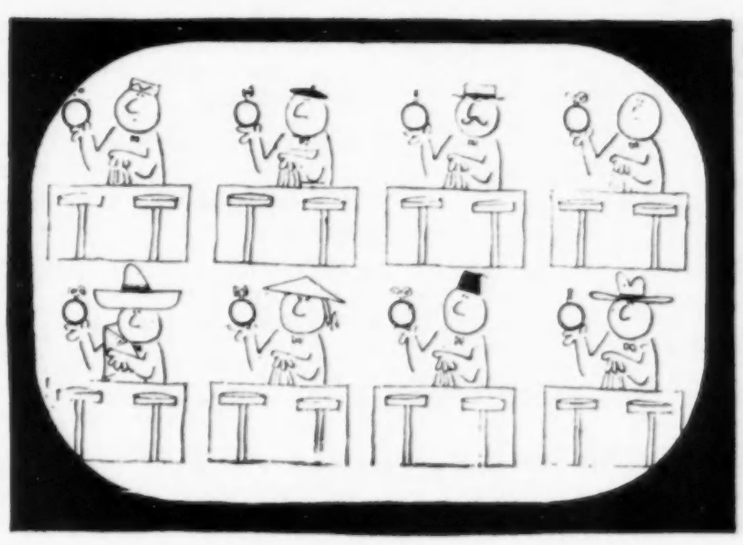


'They've also full information on tariff and import regulations, local tastes and trading methods, and status information on potential business contacts.'









Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1., preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by November 12, 1965.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.02	2:6 - Dichlorobenzylidene chloride.	2:6 Dichlorbenzal chloride.	December 31, 1966	6762
29.08	Yara-yara . . .	As in previous column .	December 31, 1966	8799
29.13	Mestanolone . . .	Methyl androstanolone .	December 31, 1966	1836
29.23	Diphenhydramine . .	Dimethylaminoethyl-Benzhydryl ether.	December 31, 1966	6761
29.35	5 - Amino - 1 - di(dimethyl-amino)phosphinyl - 3 - phenyl - 1:2:4 - triazole.	(5 Amino-3-phenyl-1, 2, 4-triazol-1-yl) NNN'N' tetramethyl phosphonodiamine.	December 31, 1966	6751
29.35	Methylmagnesium chloride	As in previous column .	December 31, 1966	6763

Marking of imported electric lamps

THE BOARD OF TRADE announce that, in pursuance of Section 7 of the Merchandise Marks Act 1926, a draft Order in Council (The Merchandise Marks (Imported Goods) No. 2 Order 1928, Amendment No. 2 Order 1965) was laid before Parliament on October 26.

This draft Order, made on the recommendation of the Merchandise Marks Standing Committee, further amends the Merchandise Marks (Imported Goods) No. 2 Order 1928 by varying the marking requirements for electric incandescent lamps, the bulb of which is 55 millimetres or less in diameter and which is internally coated on the top half with an obscuring finish, to permit the application of an indication of origin to the cap of the lamp instead of to the bulb. It also incorporates into one Order all the requirements as to the manner of marking electric incandescent lamps.

Copies of the draft Order may be obtained from HM Stationery Office, Kingsway, London, W.C.2, and branches or from any bookseller, price 6d. (by post 9d.).

Note:

The Merchandise Marks (Imported Goods) No. 2 Order 1928, as amended, requires imported electric incandescent lamps to bear an indication of origin at the time of importation and at the time of sale and exposure for sale in the United Kingdom.

The Report of the Standing Committee (General Merchandise), set up under the provisions of the Merchandise Marks Act 1926, recommending this action, was published as Cmnd. 2677 in June, 1965.

Application for removal of import duty on sub-standard film

THE BOARD OF TRADE give notice that they are considering an application for the removal of import duty on sub-standard, exposed and developed cinematograph positive film ex. Tariff sub-headings 37.07(B)(4) and 37.07(B)(5).

A statement of the applicant's case will be made available to interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, not later than November 12.

Marking of pre-packed cuts of imported meat

THE AGRICULTURAL Department in the United Kingdom announce that the Report on Marking of Pre-packed Cuts of Imported Meat, by the Standing Committee set up by the Minister of Agriculture, Fisheries and Food, the Secretary of State for the Home Department and the Secretary of State for Scotland, under the Merchandise Marks Act, 1926, has now been published.

The publication of the Report does not commit Ministers who will give careful consideration as to whether and to what extent the recommendations should be implemented.

Copies of the Report, Cmnd. 2788, price 1s. 3d. (by post 1s. 6d.) are obtainable from HM Stationery Office, P.O. Box 569, London, S.E.1, or through any bookseller.

Purchase tax on drugs and medicines

THE COMMISSIONERS of Customs and Excise have made a Direction under Section 17 (3) of the Purchase Tax Act 1963 entitled the Purchase Tax (No. 3) Direction 1965 which temporarily exempts further essential drugs and medicines from tax. The effect of the Direction, which is operative from October 19, 1965, is to make the following additions and extensions to the entries contained in the Schedule to the Purchase Tax (No. 2) Order 1964:

The additions

To Head I of the Schedule

Aqueous solutions of dimethyl sulphoxide prepared solely for veterinary purposes:

To the entries listed as substances prepared for use by injection, the following:

Aqueous solutions containing one or more of the following substances: inorganic electrolytes, sodium citrate, sodium lactate, dextrose and laevulose, whether containing a preservative or not.

To Head II of the Schedule

Bunamidine hydrochloride;
Carbinoxamine maleate, mixed with ephedrine hydrochloride and pholcodine;
Iodinated casein, prepared for stimulating milk production in cattle and pigs;
Pericyazine;
Povidone-iodine, prepared for surgical use;
Vincristine sulphate.

To Head III of the Schedule

Frusemide;
Isoaminile, and salts thereof;
Malic acid, partly or wholly esterified with propylene glycol, mixed with benzoic acid, malic acid and salicylic acid;
Methixene hydrochloride;
Nortriptiline and salts thereof;
Propiomazine maleate;
Propranolol hydrochloride;
Stanozolol.

The extensions

In Head II, the entry relating to 'Oxyphenisatin diacetate' is amended as follows:

'Oxyphenisatin, and its diacetate'.

In Head III, the entry relating to 'p-Aminobenzenesulphonamide . . .' is amended as follows:

'p-Aminobenzenesulphonamide, salts of p-aminobenzenesulphonamide, derivatives of p-aminobenzenesulphonamide having any of the hydrogen atoms of the p-amino group or of the sulphonamide group substituted by another radical, salts of such derivatives and preparations of those substances with pectin and kaolin'.

In Head III, the entry relating to 'Chlorcyclizine . . .' is amended as follows:

'Chlorcyclizine hydrochloride, cyclizine hydrochloride and cyclizine tartrate'.

In Head III in the entry relating to 'Iodochlorhydroxyquinoline' add 'whether or not mixed with flumethasone pivalate and titanium dioxide'.

The Treasury will, in due course, be asked to make an Order which will give permanent statutory effect to this Direction. Traders known to be concerned are being separately notified.

another HAMMERSON development IN THE HEART OF SOUTHEND

8-storey office block – nett floor area 56,880 sq. ft.

AMENITIES:

- Two—13 person high speed lifts, serving all floors, with collective control.
- Oil-fired central heating system. All office floor heating via convectors with individual damper control.
- Toilets on all floors.
- Thermoplastic tile flooring.
- Attractive entrance hall, with marble walls and floor.
- Entrance doors fully glazed in bronze anodised aluminium frames.
- Car parking facilities nearby.

Excellent address: 145-149 High Street (between Central Station and Victoria Station and close to London Road).

For fully descriptive brochure, please contact the principal agents:

HEALEY & BAKER

29 ST. GEORGE STREET · HANOVER SQUARE
LONDON · W1
Telephone: MAYfair 9292

The Show Suite will open on November 9th and the developers' representatives will be present. There will be a special reception at 12.00 noon—Refreshments will be available. Please write for invitations to: Mrs. Wilden.

DEVELOPED BY THE HAMMERSON GROUP OF COMPANIES • QUADREX HOUSE • PARK LANE • LONDON W1 • TEL: HYDE PARK 6666

Revision of list of development districts

MR. DOUGLAS JAY, President of the Board of Trade, added the following to the list of development districts on October 22.

The districts are defined in terms of Ministry of Labour Employment Exchange Areas or Groups of Areas within which there is an established pattern of daily travel to work. In the case of Groups the separate Areas which make up the group are shown.

Northern Region

Amble
Ashington
Bedlington
Millom

Wales

Aberdare Group (Aberdare, Mountain Ash)
Bridgend Group (Bridgend, Pontycymmer)
Ebbw Vale Group (Ebbw Vale, Abertillery, Brynmawr, Newbridge, Tredegar)
Maesteg Group (Maesteg, Cymmer)
Neath Group (Neath, Resolven)
Port Talbot
Porthcawl
Pontypridd
Swansea Group (Swansea, Swansea Docks, Morriston)

Scotland

Ayr Group (Ayr, Troon)
Kilmarnock Group (Kilmarnock, Newmilns, Stewarton)
Lanark

Advance factories

The three remaining advance factories of the programme that the President announced on September 24 will be built at Ashington, Neath and Maesteg. Each will be of 10,000 sq. ft., and as these are coal mining areas preference in their allocation will be given to firms mainly employing men.

Notes:

Under the Local Employment Act, 1960, the Board of Trade have powers to list as a development district any locality in which, in their opinion, a high rate of unemployment exists, or is to be expected, and is likely to persist.

These powers expire in March 1967. The Government intend to legislate before then in order to take wider powers to carry out their distribution of industry and regional policies. In the meantime they are making full use of their existing powers.

Under the Local Employment Acts of 1960 and 1963 the Board of Trade can offer various forms of assistance to projects which will provide employment opportunities in a development district. The Board can provide premises for any kind of undertaking for rent or sale. They can offer a building grant to cover 25 per cent of the cost if a firm prefers to build its own premises; and a grant of 10 per cent of the cost of plant and machinery. The Board can also offer financial assistance for the general purposes of the business – normally by way of a loan for the acquisition of plant and machinery and also for working capital. In addition, where the conditions are satisfied, the Ministry of Labour can pay allowances for the transfer of key workers, and the Ministry of Housing can assist in the provision of houses for such workers. Grants may also be given to local authorities towards the cost of acquiring and improving derelict or neglected land. Similarly, grants or loans can be made towards the cost of improving basic services for the development districts.

A project geographically outside a development district may also be eligible for assistance to the extent that it will provide employment opportunities for workers in neighbouring development districts.

In addition, under the Finance Act, 1963, an industrialist in a development district can take advantage of the scheme of 'free depreciation' and write off capital expenditure on qualifying plant and machinery at whatever rate he chooses.

The three advance factories, whose location is now announced, complete the programme of advance factories which the President announced on September 24. The programme is the second largest in recent years. It consists of 26 factories totalling 375,000 sq. ft. and is expected to cost approximately £1.5 million.

Making the announcement at a press conference the President said that the operation meant that from now on maximum use was being made of the powers to help needy areas under the Local Employment Act. He said that there would undoubtedly be further legislation which would provide powers for wider industrial aid by the Government when the present Local Employment Act expired in March 1967. The Bill to do this would come before Parliament during the coming Session.

He said that in the first seven months of this year new schemes totalling 11,471,000 square feet giving employment to some 30,000 people had been provided in the Development Districts.

A map of the Development Districts appears on the facing page.

'The world's best ships' booklet designed for export

'BRITAIN HAS A clear lead in the production of unusual and technically advanced ships, and United Kingdom shipyards can build any type of vessel from small specialized car carriers to large tankers.' This is the first sentence, of the preface to 'The World's Best Ships' which has been produced as part of the British Shipbuilding Industry's intensive drive to export ships. The publication is designed to show shipowners examples of the wide range of vessels built in the United Kingdom. Six ships are illustrated, including fast cargo liners, specialized car carriers, a tanker and a cable ship. All are outstanding ships, but they are typical of British-built tonnage in high standards of workmanship and advanced design features.

The publication features photographs, in colour and black-and-white, of some of the interesting points of each vessel, together with general arrangement plans, printed in two colours, which show layout of accommodation, main and auxiliary machinery and cargo spaces.

Listed in the publication are the member firms of the industry's three central commercial organizations – The Shipbuilding Conference, the Dry Dock Owners and Repairers Central Council and the National Association of Marine Enginebuilders.

The booklet is now being distributed to shipowners, brokers, and other firms and organizations all over the world.

Finally the preface states: 'British shipbuilders are fully aware that it is not enough just to construct good ships, they must be produced efficiently and at competitive prices. With the backing of the British Ship Research Association, every possible avenue towards improved productivity and technically better ships is explored. Attractive credit facilities are available for contracts.

'In addition to shipbuilding, Britain is able to provide the latest and most powerful marine engines, and facilities are available for repairing the largest ships'.

Further information can be obtained from: The Shipbuilding Conference, 21 Grosvenor Place, London, S.W.1. (Tel. Belgravia 5131. Telex 22797).

Marine inquiry

THE FORMAL INVESTIGATION into the circumstances attending the loss of the m.f.v. Boston Pionair of Lowestoft, O.N. 187848, in the North Sea on February 14, 1965, will open at 10.30 a.m. on Tuesday, November 30, in the Council Chamber, Lothingland Rural District Council, Rectory Road South, Lowestoft.

The Wreck Commissioner will be Mr. J. V. Naisby, Q.C.

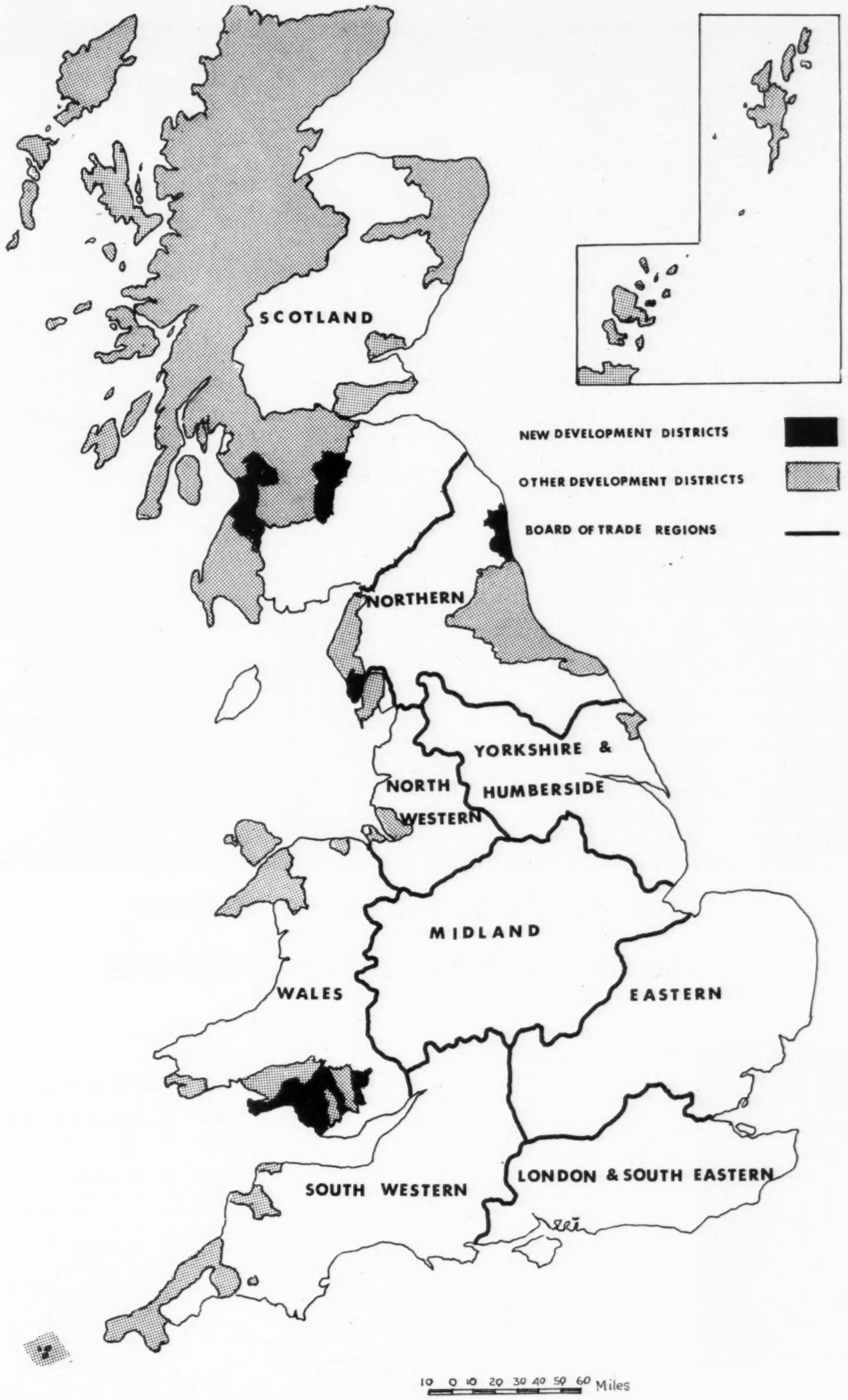
Fast growing continental telephone traffic

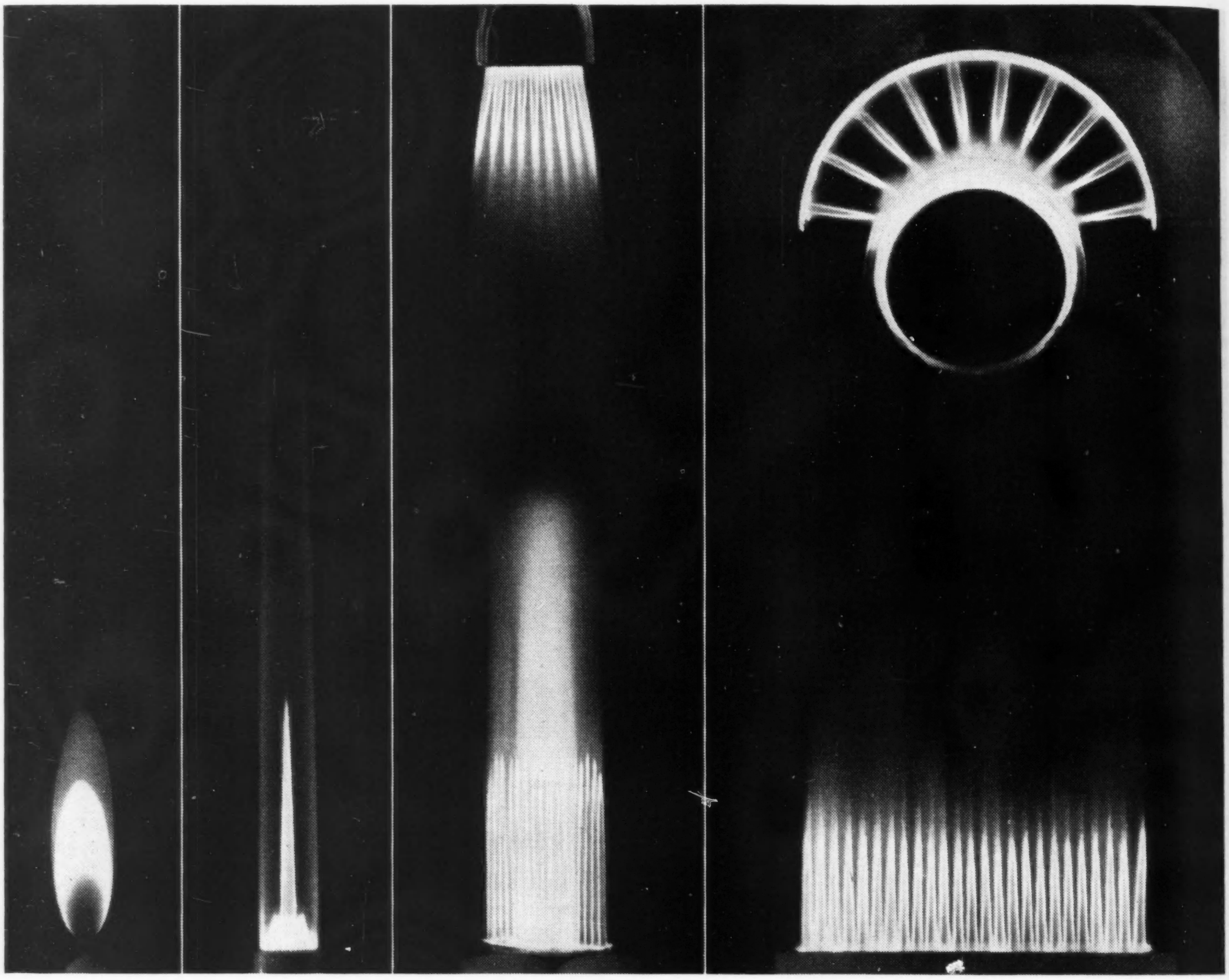
THE GENERAL POST OFFICE announce that to cater for the ever-growing telephone traffic to Europe, they have opened an additional Continental Exchange at Kelvin House, Judd Street, London, W.C.1.

About 30 operating positions are so far in use, but there are 120 more positions ready to meet the demand which the Post Office believes will continue to grow. At present the increase is about 20 per cent a year.

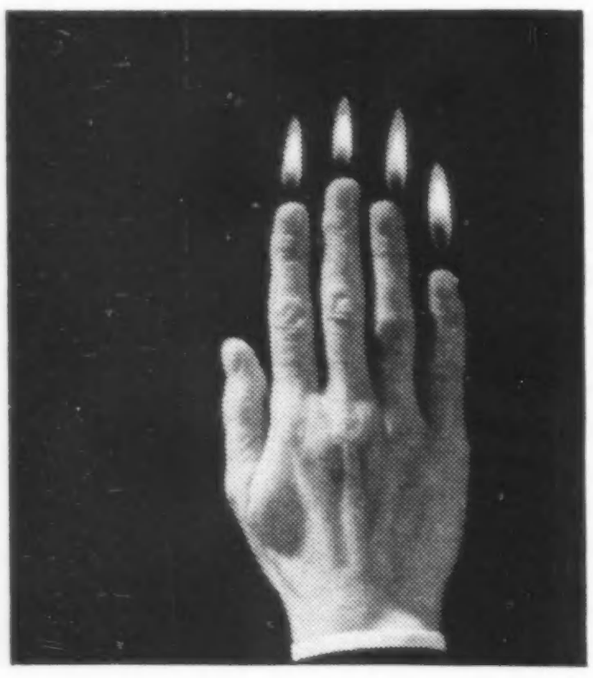
EDC's building and civil engineering appointment

MR. F. A. BISHOP has been appointed deputy chairman of the Economic Development Committees for the Building and Civil Engineering Industries. In addition to being deputy chairman to Sir Jock Campbell, Mr. Bishop will be chairman of the Construction Materials Group which is common to both EDCs.


SCOTLAND
NORTHERN
YORKSHIRE &
HUMBERSIDE
NORTH
WESTERN
MIDLAND
WALES
EASTERN
SOUTH WESTERN
LONDON & SOUTH EASTERN
NEW DEVELOPMENT DISTRICTS
OTHER DEVELOPMENT DISTRICTS
BOARD OF TRADE REGIONS
10 0 10 20 30 40 50 60 Miles



the made-to-measure answer to industrial heating problems



At his finger tips—the answers to industrial heating problems.

The Industrial Gas Engineer can put the full technical know-how of Britain's progressive gas industry at your disposal immediately—his advice is free.

The gas industry offers you the most comprehensive technical advisory service backed by the industrial development centres of the Area Gas Boards and the Gas Council's Industrial Research Station at Solihull.

Many manufacturers have found that it pays to call in the Industrial Gas Engineer at an early planning stage **because gas can lower over-all costs of production.** Because it is clean, gas allows direct firing at higher thermal efficiency. Its flexibility enables idling plant to be brought into operation quickly. Consistent performance means fewer rejects. Heat release at the point of use avoids fuel waste and high speed heating gives fast production at low capital outlay.

Gas can reduce labour costs, maintenance and capital costs and improve working conditions.

Gas industry research and development makes gas more useful, more competitive. And exciting new developments in gas production are making gas cheaper to produce. There are more and more good reasons why you should investigate the merits of High Speed Gas. A phone call or a letter to the Industrial Gas Officer of your Gas Board will bring you the free services of a qualified Industrial Gas Engineer and the full technical resources of the gas industry.

HIGH SPEED GAS

New Books

Commonwealth Economic Committee Annual Report covering the period April 1, 1964 to March 31, 1965. (16 pages. 1s. 6d., by post 1s. 10d., from HM Stationery Office and Government bookshops, and from the Commonwealth Econonomic Committee, Marlborough House, Pall Mall, London S.W.1). The Committee's staff publish information on Commonwealth production, trade, development, consumption and prices. Its regular publications comprise the Intelligence Services and Commodity Series which keep under review the trends of Commonwealth trade in the major commodities of interest to member countries. In the period under review it has also published its annual memorandum on Commonwealth trade; its report on the third year of the Special Commonwealth African Assistance Plan; its review of Commonwealth Agriculture (1964) which replaced the previous edition published in 1955; the new publication *World Trade in Wool and Wool Textiles* (1952-63); *Jamaica*, number 8 in the series of country statistics on Commonwealth development; and the second volume of *Iron & Steel & Alloying Metals* in the new commodity series dealing with raw materials. In addition to dealing with its publishing work, the Annual Report shows how the Committee's staff continued to deal with a number of inquiries from Governments and others concerned with Commonwealth trade and production.

British Private Investment in East Africa: Report of a Survey and a Conference, by D. J. Morgan. (63 pages. Overseas Development Institute Publications, 98 Kingston Road, Merton Park, London S.W.19, 7s. 6d.). This pamphlet is concerned with private investment in developing countries and British investment in East Africa has been chosen for detailed examination. ODI in conjunction with the Federation of British Industries (now Confederation of British Industries) and the Dulverton Trust, sent a questionnaire to 1,500 British firms involved in East Africa. This pamphlet analyses the report on the survey and also reports on a subsequent conference held in June 1965, which discussed the various obstacles to investment in the area. Questions on joint ventures, profit margins, tax and other concessions, political risks and other factors are examined to see how they affect potential British investment in East Africa. The pamphlet concludes with suggestions for action by the African governments concerned, the British Government and British industry. The Overseas Development Institute has also recently produced **The Decade of Development—a Study in Frustration?** (23 pages. 3s. 6d.). Barbara Ward surveys the aims of the United Nations Development Decade (now half over), and examines the present situation confronting the countries of Asia, Africa and Latin America, the patterns of trade, the psychological background, the colonial heritage, theories of growth, the population explosion and programmes of aid and investment.

Le Commerce Extérieur de la CEE 1958-1964: Aperçu Général. European Economic Community – Commission, Direction Générale des Relations Extérieures. (24 pages. Available on request from European Communities Information Service, 23 Chesham Street, London S.W.1.) This report, which is in the French language, revises and brings up to date the information contained in an earlier report on the trends of the foreign trade of the member states of the Community, both together and separately. It also includes comparisons with world trade, the trade of the EFTA countries and other groups, the United States and the United Kingdom. The text is supported by a number of tables, graphs and diagrams.

Revenue Law, by Barry Pinson (692 pages. Sweet & Maxwell, 75s.), is the second edition of a work intended to serve as an introduction to the study of revenue law. The law is stated as at August 1, 1965, and, therefore, takes into account the provisions of the Finance Act, 1965. The main subjects dealt with are taxes on income and capital gains, estate duty, stamp duties, and tax and estate planning.

Viscount Rochdale (left), chairman of the National Ports Council, discusses with Sir Arthur Kirby, chairman of the British Transport Docks Board, the British Docks Board report on the South Wales Ports. An interim plan recommending development schemes at 14 *British ports costing about* £150-155 *million was shown in the first annual report of the National Ports Council which was published in July. The report, together with an extensive annex of plans and maps is available from HM Stationery Office. Price* 2 *guineas.*

The Growth of World Industry 1938-1961: International Analyses and Tables. Department of Economic Affairs, United Nations. (345 pages. Available at 49s., by post 52s., from HM Stationery Office and Government bookshops.) This work is complementary to the earlier publication by the U.N. *The Growth of World Industry* 1938-1961 : *National Tables.* The earlier book covered the ground in greater detail being arranged by country and then by topic. Within that framework each industry group was dealt wtih separately. The data presented in the present work consists of estimates based on the statistics which appeared in the earlier volume. Any deficiencies in the earlier collection have been corrected. There are three chapters of analytical text dealing with the dimensions of growth of industry, factors and patterns in the growth of industry and industrialisation, and the dimensions and structure of economic activity. The Basic Tables deal with, among other topics, gross domestic product, national income, industrial production, and annual rate of output per worker. These are arranged by broad industry groups and subdivided by the individual country or economic unit such as the EEC. The two appendices contain index numbers of industrial production and employment and estimates of gross domestic product.

Effect of Repetition on Building Operations and Processes on Site. United Nations Economic Commission for Europe (160 pages. Copies will be available, price 11s. 3d., by post 12s. 2d., from HM Stationery Office and Government bookshops). This is the report of an inquiry undertaken by the Economic Commission for Europe's Committee of Housing, Building and Planning, as the second stage of an attempt to find out how and to what extent industrial principles of mass production could usefully be applied in the building production process. The first stage was concerned exclusively with the relationship between the size of series and unit costs in the manufacturing of building materials and components. The results of that study were published in 1963 as *Cost, Repetition, Maintenance: Related Aspects of Building Prices* (United Nations, 15s.). The main purpose of the second stage of the study was to establish the influence on labour productivity and building costs of the scale of production and the degree of repetition of operations carried out on the building site. The results of the study may be of use to Governments in drawing up technical and economic policies, with particular reference to the suitable scale of building operations and the creation of conditions necessary to improve the productivity of house construction; to contractors in planning housebuilding operations and estimating their cost; and also of use in calculating suitable remuneration for building labour in different phases of the building process. Contributions to the study were made by 12 countries, including the United Kingdom. There are chapters on the effect of repetition on operational times, and on building costs; on the conditions necessary to achieve favourable results from repetitive work, and the problems of organizing building production to obtain these benefits; and a review of related problems dealt with in some countries' contributions. There are 46 statistical diagrams, and a brief bibliography.

Profit by Design (43 pages. *Financial Times* in association with the Council of Industrial Design. Copies 3s. 6d., by post 4s. 3d., from the Council, 28 Haymarket, London, S.W.1). This booklet is intended to create a better understanding of the special problems involved in design management. It collects together a variety of articles reprinted from the *Financial Times. Design* magazine and the *Royal Society of Arts Journal,* and extracts from a number of speeches given at various Design Congresses in recent years. The statements include those of professional designers and advertising agents, as well as those of chairmen and managing directors of business firms who are 'design conscious'. These excerpts are collected under four headings which represent the main aspects of design management – design policy, design management, marketing organization, and personnel. It is hoped by publishing this booklet to stimulate wider discussions in industry and commerce of the relatively new, but increasingly important, commercial factor. A bibliography is included.

Read Better, Read Faster, by Manya and Eric De Leeuw (249 pages. Penguin Books, 3s. 6d.). The problem of absorbing more written information faster seems to grow every day. This 'Pelican', written by two experts, is designed to teach an average reader how to improve his skill at reading. It is emphasized that sheer speed has no significance unless linked with comprehension and with assimilation. The purpose of the book is threefold – to provide a complete range of exercises (with answers) and a graph to show individual progress; to explain the psychological processes involved in reading, since it is said that an understanding of this enables the reader to become his own trainer, both consciously and unconsciously; and to prepare the ground for a psychology of reading.

ESSEX

GREAT OAKLEY, Nr. HARWICH

IMPORTANT DISPOSAL

SALE

(Over 600 lots)

OF SPECIAL INTEREST TO CONTRACTORS, GENERAL MERCHANTS, FARMERS, BUILDERS, etc.

comprising

100 TONS OF UNUSED GALVANISED CORRUGATED IRON SHEETS including large quantity of curved sheets for Romney and Nissen Buildings;

100 TONS OF STEEL comprising Angles, T-Iron, RSJ's, Trusses and unassembled Steel Storage Racks;

LARGE QUANTITY OF NEW SAWN TIMBER in Soft Woods, Parana Pine and Cedar;

MISCELLANEOUS ITEMS including Sleepers and Baulks (1,250), Red Oxide and other Paints (1,500 gallons), Timber-slatted sections or duck boards (450), Ethulon recording paper (2,000 rolls), quantity of poles, gates, nuts and bolts, hook bolts, tubular chairs, aluminium, lead and iron scrap, steel-wire ropes, chip-board, industrial extending ladders (20), aluminium bridging units, work benches, wheelbarrows, tanks, trolleys and electrical equipment, Allen Autoscythe, Black and Decker rip saw, 2 steel saw benches, ½ inch electric drill etc. etc.

BUILDINGS: 12 unassembled Nissen Huts, 36ft. x 16ft. and timber building, 30ft. x 15ft.

VEHICLES: 1964 L.W.B. DIESEL LAND ROVER and TWO FOUR-WHEELED TRAILERS.
1961 3-LITRE ROVER SALOON.

TO BE SOLD BY

AUCTION

by

C. M. STANFORD & SON

on

WEDNESDAY, 17th NOVEMBER, 1965

at 10.30 a.m. sharp

VIEWING – From Thursday, 11th November until morning of Sale.

CATALOGUES from the Auctioneers, 23, High Street, Colchester.
Telephone: 73165.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following Patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	September 28, 1965	
703,376	Bisinger, B.	Opening and cleaning fibrous material.
865,382	Egyesult Izzolampa es Villamossagi Reszvengtarsasag.	Circuit arrangement for demodulation of electric oscillations.
890,848	CIT Compagnie des Telecommunications.	Electric power measuring device.
	September 29, 1965	
781,060	Philco Corporation	Electrical systems.
795,137	Philco Corporation	Preserving food.
802,107	Philco Corporation	Neutralized amplifiers.
802,908	Philco Corporation	Improvements relating to the manufacture of masks of varying capacity and to screen structures for cathode ray tubes.
822,017	Morle, Charles William (Philco Corporation).	Cathode ray tube systems.
831,265	Philco Corporation	Transistor circuits.
851,482	Philco Corporation	The etching of geranium and silicon.
857,451	Philco Corporation	Image-reproducing cathode ray tube apparatus.
872,607	Philco Corporation	Cathode ray tube apparatus and systems.
809,334	Morle, Charles William (Philco Coporation.	Colour television apparatus.
903,099	Houilleres du Bassin Nord et du Pas-de-Calais.	Production of polyesters and pure terephthalic acid.
927,150	Philco Corporation	Cathode ray tube apparatus.
933,012	Philco Corporation	Pulse generating arrangements.
934,661	Philco Corporation	Cathode ray tubes.
942,385	Philco Corporation	Manufacture of cathode ray tubes.
	October 1, 1965	
888,968	Societe d'Etudes de Recherches et d'Applications Scientifiques et Medicales ERASME.	Tetracycline derivatives.
891,004	Societe d'Etudes de Recherches de d'Applications Scientifiques et Medicales ERASME.	Tetracycline derivatives.
897,826	Societe d'Etudes de Recherches et d'Applications Scientifiques et Medicales ERASME.	Tetracycline derivatives.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded, by a contract in which the claimant is interested, from granting licences under the patents may apply for cancellation of endorsement of Patents Form No. 45 within two months after the date of the endorsement.

Patent Office.

GORDON GRANT,
Comptroller-General.

MINISTRY OF AVIATION

LONDON (HEATHROW) AIRPORT

and

LONDON (GATWICK) AIRPORT

The Minister of Aviation proposes to award separate contracts for the management and operation of the public and staff car parks at London (Heathrow) Airport and London (Gatwick) Airport.

Firms wishing to be considered for inclusion in the tender lists for these contracts should apply within ten days to the General Manager, London Airports, Ministry of Aviation, London (Heathrow) Airport, Hounslow, Middlesex.

Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPT.)

1965	Stores	Location	Auctioneers
Nov. 11 .	Miscellaneous stores and equipment . .	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd. (AFD1), Botchergate, Carlisle. (Tel. Carlisle 26292/3).

The above sale will include:

Motor vehicles sundries including gearbox assemblies; wing assemblies; reflector units; fuel injection pumps; ancillary spares; toolboxes, toolbags, tools, etc.

General electric and other items including Video amplifier units; Cossor oscillographs; oscilloscopes; power units; transformers; consoles; receivers; resolver units; test sets; modulator units; monitors; signal generators; indicating units; radio panels; selector units; time base units; tuning units; meter panels; various radio spares; distribution panels; charging board equipment; waveform generators; control units; connectors; electronic valves; lead acid accumulators; junction boxes; fuseboxes; Tannoy speakers, etc.

Instruments including 800 binoculars; 380 pocket and stop watches; gyroscopes; pocket aneroid altimeters; aircraft and drawing instruments; slide rules; thermometers; air mileage units, etc.

General sundries including 15 radar cabins; portable canvas shelters with metal bases; wood and metal pallets; aerial and ground equipment; metal containers; metal engine stands; metal lockers; wooden cases; fire fighting equipment; rack assemblies; steel bars, wire, tubing and sheets; aluminium spherical reflectors; various paints and chemicals; cambric type sheets; oxygen equipment; water purification spares; metallic strip; various textiles; glass panels; furniture, etc.

Dec. 15 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co. (AFD1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267)

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*).

AIR FORCE DEPARTMENT TENDER SALES

Tenders invited for the purchase of the following: (1) Office safes, (2) 157,500 field dressings. Apply to Ministry of Defence (AFC.19a (Air)), Turnstile House, London, W.C.1.

Bruntingthorpe Royal Air Force Station – Public Auction. *Description:* 144 acres of land and buildings forming outer portion of Royal Air Force Station, Bruntingthorpe, including one T.2 and one B.1 type hangar and numerous other buildings as now standing thereon. *Location:* Lutterworth 5 miles, Leicester 10 miles, Market Harborough 9 miles. *Sale by auction* on **November** 16, 1965, at the Town Hall, Lutterworth. *Auctioneers* (from whom detailed particulars and plan can be obtained): Shakespear, McTurk & Graham, 17 Wellington Street, Leicester. Tel. 23987/8/9.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1965	Stores	Location	Auctioneers
Nov. 9 .	Industrial equipment and surplus stores including:	Northern Command Ordnance Sub-Depot, Barlow, Leeds, Yorks.	Bartle & Son (Dept. L), 50 and 52 Merrion Street, Leeds, 2. (Tel. Leeds 20898).

Lathe, drilling, grinding and welding equipment; engineers' tools; tool kits; hand tools; MT assemblies and spares; electrical, signal and wireless equipment and spares; gauges; towing and lifting equipment; cable; metals; paint; ironmongery; compressors; steel racking; office and household furniture; tents; canvas; curtains; wool and cotton cloth rags; packing cases, etc.

Nov. 16 .	Industrial equipment; clothing and miscellaneous stores including:	Ordnance Factory, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. 4861).

Machine tools; engineers' and hand tools; Ford V-8 and Chrysler 8-cylinder petrol marine engines; Coventry Victor 'Cub' diesel engine; Coventry Climax trailer fire pump; Wallis & Stevens 6-ton diesel road rollers; Hobart sausage filling machines; bench type bread slicing machines; MT and cycle spares; chemical glassware; radio and electrical equipment and spares; groundsheets; gabardine raincoats; greatcoats; BD blouses and trousers; boots and shoes, various; leather jerkins; 30 tons mixed rags; old tentage and hessian; haversacks and packs; mattresses; blankets (white and coloured); kitchenware including tables, chairs, table cloths, various; cutlery, china, glassware; household furniture including wardrobes, dressing tables, chairs, armchairs and settees, cupboards, bedside cabinets, etc.

Nov. 23 .	50 tons bearings; MT spares including Austin 'Champ' spares; old tyres, various; old canvas; canteen and office furniture.	Ordnance Storage and Disposal Depot, Branston, Nr. Burton-on-Trent, Staffs.	Walker, Walton & Hanson (Dept. L), Byards Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
Nov. 26 .	Miscellaneous stores, including clothing and footwear; 3 tons scrap batteries; Fowler Planet industrial tractor; Coventry Climax fork lift truck; Evinrude outboard motors 50 h.p.; miscellaneous furniture and carpets.	Command Ordnance Sub-Depot, Reed Hall, Colchester.	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 73171).

Catalogues for the sales shown above may be obtained from the relevant auctioneers 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*)

MINISTRY OF PUBLIC BUILDING AND WORKS

1965	Description of Goods	Location	Auctioneers
Nov 2 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworths, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718 and 1828).

Catalogues price, 6d., are obtainable from the auctioneers. View days: day preceding the sale and morning of the sale.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,085	—	16,050	15,373	15,373	9,074	3,478	922	688	591	1,205				
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	114	115	127	123	114	100	128	119	131	141	124	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	140	145	133	+177	+ 89	+29	+55
1964	124	128	145	139	123	106	153	121	164	184	152	+482	+332	+44	+47
1963															
4th quarter	122	124	138	133	121	105	142	109	151	168	145	+121	+ 61	+23	+35
1964															
1st quarter	123	127	142	136	123	105	146	116	156	178	143	+ 87	+ 79	+ 2	+ 3
2nd quarter	124	128	143	137	122	105	152	121	155	184	155	+164	+126	+ 5	+12
3rd quarter	124	128	146	140	123	106	155	121	169	187	153	+123	+ 77	+ 6	+17
4th quarter	126	130	147	142	125	107	159	128	174	186	156	+108	+ 50	+31	+15
1965															
1st quarter	128	132	151	146	127	108	158	138	162	189	159	+ 56	+ 49	—11	+11
2nd quarter	126	131	152	145	123	106	159	127	164	182	164	+ 85	+ 83	—15	+ 6
1965															
February	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
March	..	131	..	..	..	109	..	..	..	..	..	..	..	..	..
April	..	131	..	..	..	107	..	..	..	..	..	..	..	..	..
May	..	132	..	..	..	107	..	..	..	..	..	..	..	..	..
June	..	130	..	..	..	105	..	..	..	..	..	..	..	..	..
July	..	132*	..	..	..	107	..	..	..	..	..	..	..	..	..
August	..	132*	..	..	..	..	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average (seasonally adjusted)	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices													
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands				1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—					3,836	3,250	
1960	120	136	110·7	+1·0	104·5	116·0	122·5	336	212	+55	..	121	112	—273
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·2	422	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	+77	..	149	136	—412
1963														
4th quarter	136	117	122·1	+2·1	106·1	121·8	143·3	446	157	Nil	—34	137	133	+ 6
1964														
1st quarter	141	121	123·2	+1·5	107·9	123·2	146·0	386	182	+25	— 5	146	135	— 78
2nd quarter	148	124	125·5	+2·8	107·8	124·2	147·7	368	230	+48	+33	148	135	—104
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	359	242	+12	+ 6	148	134	—127
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	228	—14	—34	149	139	—103
1965														
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·6	306	233	+ 5	— 5	143	141	— 27
2nd quarter	166	127*	132·0	+5·2	111·0*	129·0*	156·0	304	288	+55	+33	152	141	— 52
3rd quarter			132·6	+4·8	110·4*	129·6*	159·8	321	284	— 4	+ 6	152*	147*	
1965														
February	166	122	128·7	+4·5	109·8	128·3	153·6	302	229	+ 8	+ 6	138	144	..
March	169	121	129·1	+4·4	110·0	128·8	154·5	306	249	+20	+10	147	143	..
April	166	123*	131·6	+5·5	110·9	128·9	155·3	299	274	+25	+14	149	143	..
May	165	123*	132·1	+5·1	111·3	129·2	156·0	305	287	+13	+ 9	157	140	..
June	166	127*	132·4	+4·9	110·7	129·3	157·2	309	302	+15	+13	148	139	..
July	166*	126*	132·4	+4·9	110·5*	129·5*	159·4	318	296	— 6	+ 3	152	154	..
August	166*	122*	132·7	+4·7	110·1*	129·6*	159·9	324	282	—14	— 9	157	144	..
September			132·8	+4·8	110·6*	129·7*	160·2	321	275	— 7	— 7	149*	143*	
October								309*	265*	—10*	—12			

† Not seasonally adjusted. *Provisional.

Index of industrial production for August

THE PROVISIONAL Index of production in August 1965, prepared by the Central Statistical Office is 132 (seasonally adjusted). It now appears that more holidays were taken in July than had been estimated in taking account of the effect of the change in the August Bank holiday. The revision of the seasonal factors for both July and August has resulted in an upward revision of the July figure. For both these months the seasonal factors used are provisional until further information is received. The index figures for July and August taken together do not indicate any significant change from the levels reached over the preceding seven months.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries										
				Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries, etc.	General chemicals, etc.	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1960	112·4	94	114·6	107	104	112	122	117	123	112	114	85	118	112
1961	113·9	93	114·8	110	107	116	124	122	125	114	121	86	110	105
1962	115·0	95	115·3	112	110	116	129	120	130	115	123	87	112	101
1963	119·0	95	119·9	115	112	121	138	124	140	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	151	135	153	128	137	75	126	121
Unadjusted:														
1964 1st quarter	128	100	128	110	108	115	150	131	153	128	135	76	130	123
2nd quarter	130	98	133	121	113	136	155	134	158	132	139	75	137	126
3rd quarter	120	84	122	118	110	131	146	133	148	117	128	73	110	109
4th quarter	134	99	135	123	116	136	154	141	156	134	147	75	128	124
1965 1st quarter	135	98	136	117	111	126	161	140	164	136	147	75	133	132
2nd quarter	132	93	135	123	114	139	159	147	161	134	142	74	139	127
1965 June	131	88	135	124	114	140	160	141	163	135	143	74	141	124
July (prov.)	120	86	121	120	112	133	152	147	153	118	133	73	107	104
Aug. (prov.)	117	70	119	120	111	134	144	128	146	115	125	71	112	100
Seasonally adjusted:														
1964 1st quarter	127	96	128	116	110	126	147	131	150	127	135	75	128	120
2nd quarter	128	95	129	117	111	126	151	134	153	127	136	75	126	122
3rd quarter	128	95	129	120	113	132	152	135	155	127	137	74	123	119
4th quarter	130	95	132	121	113	133	153	140	156	130	141	75	129	121
1965 1st quarter	132	96	133	122	113	137	157	140	160	133	144	74	127	127
2nd quarter	131	92	133	118	113	128	157	146	159	132	142	75	132	125
1965 Mar.	131	94	131	122	112	141	158	141	161	130	140	74	125	124
Apr.	131	92	132	119	113	131	159	150	160	130	139	74	131	125
May	132	93	134	118	112	130	153	147	155	135	146	75	132	125
June	130	89	133	119	113	129	159	141	161	130	139	75	132	124
July (prov.)	132	93	134	123	117	134	159	148	160	133	143	74	135	120
Aug. (prov.)	132	93	135	124	118	135	160	132	164	133	147	74	126	119
Mar.-May (av.)	131	93	133	120	112	134	157	146	159	132	142	74	129	124
June-Aug. (av.) (prov.)	131	92	134	122	116	133	159	140	162	132	143	74	131	121

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1960	121	121	123	113	110	102	120	118	120	116	114	119	120	111	110
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
Unadjusted:															
1964 1st quarter	127	126	133	120	116	105	128	142	146	136	119	139	133	131	162
2nd quarter	133	133	136	118	116	105	123	151	160	136	129	144	140	137	125
3rd quarter	117	116	121	112	108	93	123	146	153	135	126	127	130	136	109
4th quarter	134	134	136	124	124	105	128	155	159	149	137	144	143	137	154
1965 1st quarter	141	142	141	123	121	109	130	151	157	142	127	146	139	137	171
2nd quarter	139	140	138	119	116	104	126	153	163	137	131	143	143	138	127
1965 June	134	133	139	116	114	105	121	150	162	132	142	138	143		115
July (prov.)	114	114	115	108	104	90	119	150	161	133	124	114			111
Aug. (prov.)	113	114	111	106	103	79	114	137	151	115	108	135			110
Seasonally adjusted:															
1964 1st quarter	124	122	130	118	116	102	124	145	149	137	130	136	135	133	138
2nd quarter	129	129	132	117	115	102	124	146	154	134	127	139	134	135	136
3rd quarter	127	127	131	119	117	102	127	151	156	142	125	140	138	136	133
4th quarter	132	131	133	120	117	102	128	153	159	144	130	140	140	137	141
1965 1st quarter	136	136	137	119	118	103	124	152	158	142	136	140	138	139	146
2nd quarter	136	136	135	120	118	104	128	150	160	135	132	142	139	137	139
1965 Mar.	132	131	135	116	116	102	119	152	157	144	137	135	138		148
Apr.	135	135	133	118	117	102	123	153	161	140	130	138	140		142
May	136	136	137	122	118	104	130	150	163	130	128	144	139		139
June	133	132	136	120	117	104	128	148	156	135	137	140	138		136
July (prov.)	132	133	131	121	118	98	128	150	163	130	123	143			139
Aug. (prov.)	134	134	131	124	120	101	134	156	166	140	119	145			139
Mar.-May (av.)	134	134	135	119	117	102	124	152	160	138	132	139	139*		143
June-Aug. (av.) (prov.)	133	133	133	121	118	101	130	151	162	135	126	143	139*		138

*Latest available three months (April-June) and previous three months (January-March).

Orders, deliveries, production and exports in the engineering industries in August

THE FIRST ESTIMATES for August indicate that, after allowing for seasonal factors, total net new orders in the engineering industries in the three months ending August were 5 per cent higher than in the previous three months with increases of 6 per cent and 1 per cent respectively in home and export new orders. The sharp rise in deliveries shown in Table I may be due, at least in part, to the difficulties of making seasonal adjustments at this time of the year and, in particular, of allowing for the changed date of the August Bank Holiday. The normal comparison of the seasonally adjusted figures gives an increase of one-tenth in export deliveries during June to August over the preceding three months; home deliveries on the same basis rose by 1 per cent. Total orders on hand are provisionally estimated to have remained unchanged in August, a further fall in export order books offsetting a small increase in the volume of home orders outstanding.

It is provisionally estimated that production in the engineering and electrical goods industries (Order VI of the Standard Industrial Classification) was 1 per cent higher in the three months June to August than in the previous three months.

Description of the statistics

The statistics of orders and deliveries in the engineering industries given in Tables 1 and 2 below relate to the engineering and electrical goods industries as defined in Order VI of the Standard

Table 1: Engineering industries (1) Seasonally adjusted
Index numbers of the volume of orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) =100	Average 1958 deliveries = 100		December 1958 (unadjusted) =100	Average 1958 deliveries = 100		December 1958 (unadjusted) =100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	141	143	134
1964	162	152	136	161	153	136	163	151	136
1962 1st quarter	121	120	122	118	117	123	130	131	120
2nd quarter	120	123	125	116	119	124	131	130	127
3rd quarter	118	121	125	115	120	123	129	123	130
4th quarter	117	118	122	112	115	120	128	128	128
1963 1st quarter	118	124	123	115	125	119	123	120	135
2nd quarter	122	137	124	120	133	120	130	148	133
3rd quarter	129	147	128	127	145	126	136	152	135
4th quarter	136	149	130	134	148	128	141	155	135
1964 1st quarter	141	143	134	139	145	134	144	137	135
2nd quarter	148	153	133	147	154	133	150	147	133
3rd quarter	153	149	135	152	147	135	158	155	134
4th quarter	162	164	140	161	164	140	163	163	139
1965 1st quarter	169	153	140	167	152	142	173	153	137
2nd quarter	166	139	142	163	138	142	173	139	142
1964 September	153	153	134	152	151	133	158	158	134
October	156	161	137	155	158	137	160	165	138
November	161	164	140	159	164	140	166	163	140
December	162	167	142	161	165	143	163	170	139
1965 January	165	156	149	163	157	150	170	158	147
February	166	153	140	163	152	142	173	153	136
March	169	141	132	167	142	134	173	141	127
April	166	139	143	163	141	145	173	134	139
May	165	139	145	163	138	146	172	139	144
June	166	144	138	163	146	136	173	136	142
July*	166	146	145	165	149	143	171	136	147
August*	166	..	155	166	..	151	167	..	162
Average:									
Latest 3 months		146	146		149	144		136	150
Previous 3 months		139	140		141	142		134	137
Percentage change		+5	+4		+6	+1		+1	+10

*Provisional.
(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(2) At constant (average 1958) prices.
(3) The figures shown against the months are three month centred moving averages.

Industrial Classification together with locomotive and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification). In Table 3 the volume indices of production and orders on hand relate only to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification.

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review, and the seasonal adjustment factors are reassessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months gives a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net new orders series, and in this case the figures shown against the months in Table 1 are three-month centred moving averages of the seasonally adjusted figures, e.g. the figures shown against July are the averages of the seasonally adjusted figures for June, July and August.

Table 2: Engineering industries (1) Unadjusted
Index numbers of the volume of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	114	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1963 1st quarter	117	132	126	115	135	122	123	121	139
2nd quarter	123	138	123	121	135	120	128	146	133
3rd quarter	130	140	120	128	137	119	136	146	124
4th quarter	135	145	133	131	139	131	144	159	139
1964 1st quarter	140	146	134	138	150	133	143	134	136
2nd quarter	148	160	138	148	163	138	148	151	138
3rd quarter	154	141	126	153	138	127	158	148	123
4th quarter	161	159	144	158	156	144	168	169	144
1965 1st quarter	167	161	145	165	164	146	172	154	142
2nd quarter	166	140	142	165	141	142	171	138	142
1964 January	136	131	125	133	138	124	142	113	130
February	137	149	138	135	150	137	142	145	143
March	140	159	139	138	164	140	143	144	137
April	144	169	134	144	173	131	145	153	142
May	147	156	133	148	162	134	146	140	131
June	148	154	146	148	152	148	148	159	140
July	150	137	121	150	133	121	152	146	121
August	153	135	115	151	127	116	157	156	111
1965 January	162	153	139	160	152	139	170	156	139
February	165	166	145	163	169	144	171	159	146
March	167	165	150	165	171	153	172	147	143
April	167	131	132	165	130	131	172	134	136
May	167	150	148	166	156	149	170	133	146
June	166	141	146	165	138	146	171	147	144
July*	167	136	135	165	139	134	169	130	138
August*	167	129	126	167	133	124	168	119	130

*Provisional.
(1) See footnotes (1) and (2) to Table 1.
(2) Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

(*Table 3 on next page*)

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Table 3: Engineering and electrical goods (S.I.C. Order VI)
Index numbers of the volume of production, orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			Exports (4)
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For export	
	1958 = 100			December 1958 (unadjusted) = 100			1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	140	143	106
1964	137	133	144	164	164	162	105
1962 1st quarter	121	121	122	124	121	132	101
2nd quarter	125	123	128	123	119	133	107
3rd quarter	125	123	128	122	119	130	94
4th quarter	122	119	126	120	116	129	101
1963 1st quarter	123	120	130	122	120	125	111
2nd quarter	124	120	131	127	125	132	111
3rd quarter	129	123	138	134	133	137	97
4th quarter	128	124	136	141	140	143	107
1964 1st quarter	135	131	143	145	144	146	112
2nd quarter	136	130	143	151	151	150	111
3rd quarter	137	134	143	156	156	156	93
4th quarter	141	138	146	164	164	162	105
1965 1st quarter	144	143	147	170	170	169	106
2nd quarter	141	140	143	167	166	169	115
1964 September	138	134	144	156	156	156	
October	137	134	143	158	159	159	
November	140	137	145	163	162	165	
December	145	142	150	164	164	162	
1965 January	149	149	151	166	167	166	
February	143	143	144	167	166	169	
March	140	138	145	170	170	169	
April	139	138	140	167	167	168	
May	146	145	148	166	166	167	
June	139	137	142	167	166	169	
July	143*	..	..	167*	167*	167*	
August	147*	..	..	167*	169*	162*	
Average:							
Latest 3 months	143	140	143				
Previous 3 months	142	143	147				
Percentage change	+1	—2	—2				

*Provisional.

(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.

(2) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.

(3) Index of the total value at constant (average 1958) prices of orders held in these industries.

(4) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, October 22, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
North Slope Alaska	Br/E 30752	19	October 19	Paramount Film Service Ltd.	Greenpark Productions Ltd.
Glasgow Belongs to Me	Br/E 30753	17	October 20	New Realm Pictures Ltd.	British Railways Board Films Service
Look at Life Series 27: *Crisis in the Cathedral*	Br/E 30754	9	October 21	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
To Catch a Fish	Br/E 30755	22	October 21	Leap Film Distributors Ltd.	Ledeck Productions Ltd.
Movietone News 1897A	Br/E 30402	8	October 22	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1898	Br/E 30403	8	October 22	" "	" "
Pathe News 65-84	Br/E 30482	8	October 22	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 65-85	Br/E 30483	9	October 22	" "	" "
			FOREIGN		
Quick Before It Melts	F 30751	82	October 19	Metro-Goldwyn-Mayer Pictures Ltd.	Biography Productions Ltd.

Car and commercial vehicle production in September

DURING THE FIVE WEEK statistical period of September 1965, the recorded weekly average rates of production of motor vehicles were 30,323 cars and 8,749 commercial vehicles.

The monthly results for July, August and September this year have been affected by strikes, short-time working and the effects of the changed date of the August Bank Holiday. The results for individual months are always subject to arbitrary fluctuation which makes interpretation difficult, and this, coupled with the above factors, suggests that the monthly changes in production for the third quarter both in the unadjusted and in the seasonally adjusted series are not necessarily significant.

Car production in the third quarter of 1965, on a seasonally adjusted basis, was some 9 per cent lower than in the previous three months.

Production of commercial vehicles in the third quarter of 1965, seasonally adjusted, was 14 per cent less than in the second quarter.

Car and commercial vehicle production figures

(Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.)

Table 1. Recorded Production

Number

	No. of weeks	Passenger cars (including taxis)		Commercial road vehicles			
				Goods		Omnibuses, coaches and trolley-buses	
		Total	Weekly average	Total	Weekly average	Total	Weekly average
1963	52	1,607,939	30,922	385,717	7,418	18,064	347
1964	53	1,867,640	35,238	446,255	8,420	18,481	349
1964 1st quarter	14	518,133	37,010	118,577	8,470	5,057	361
2nd quarter	13	517,758	39,828	117,208	9,016	4,115	317
3rd quarter	13	376,784	28,983	93,086	7,230	3,949	304
4th quarter	13	454,965	34,997	116,484	8,960	5,360	412
1965 1st quarter	13	459,782	35,368	116,314	8,947	4,849	373
2nd quarter	13	488,676	37,590	121,964	9,382	4,625	356
3rd quarter	13	341,571	26,275	90,013	6,924	3,724	286
1964 July	4	88,678	22,170	20,580	5,145	841	210
August	4	122,609	30,652	30,076	7,519	1,301	325
September	5	165,497	33,099	43,330	8,666	1,807	361
1965 July	4	90,776	22,694	22,612	5,653	1,023	256
August	4	99,180	24,795	25,116	6,279	1,241	310
September	5	151,615	30,323	42,285	8,457	1,460	292

Table 2. Production—seasonally adjusted

Monthly averages

Thousands

	Passenger cars	Commercial vehicles
1963	134·0	33·6
1964	155·6	38·7
1964 1st quarter	155·4	38·2
2nd quarter	155·3	38·8
3rd quarter	148·6	37·3
4th quarter	163·3	40·6
1965 1st quarter	143·4	38·9
2nd quarter	146·3	40·6
3rd quarter	133·4	35·0
1964 October	163·0	40·6
November	162·6	40·3
December	164·2	40·9
1965 January	152·7	39·9
February	144·5	39·5
March	132·9	37·4
April	140·8	41·3
May	145·9	41·8
June	152·2	38·7
July	139·2	35·3
August	127·1	33·7
September	134·0	36·0
Average of:		
April to June	146·3	40·6
July to September	133·4	35·0
Percentage change	—8·8	—13·7

Northern Ireland index of industrial production

THE PROVISIONAL index of industrial production for Northern Ireland for August, 1965, prepared by the Ministry of Commerce is 137 (1958=100). This is 4 points higher than July, 1965, but 1 point lower than for August, 1964.

The index numbers for the main industrial groups for August, 1965, with the increase or decrease on August, 1964, shown in brackets are: textiles 133(+3 points); clothing 106 (−14); engineering and metals 99 (−11); food, drink and tobacco 126 (+ 3); timber and furniture 142(−17); other manufacturing industries 290(+22); construction 168 (−3); gas, electricity and water 139(+12).

Retail sales in N. Ireland in August

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in August was 6 per cent higher than a year earlier, compared with increases of 8 per cent in July and 7 per cent in June.

Food shops and household goods shops showed increases in August of 5 per cent and 3 per cent respectively on a year earlier, while clothing and footwear shops showed an increase of 7 per cent on the previous year.

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1963 Year	107	+ 4	110	+ 4	106	+ 6	107	+ 2	102	+ 2
1964 Year	114	+ 6	117	+ 7	109	+ 3	112	+ 5	111	+ 8
1964 1st quarter	105	+ 8	114	+ 7	94	+ 7	104	+ 9	96	+11
2nd quarter	109	+ 3	115	+ 4	104	Nil	106	+ 4	103	+ 5
3rd quarter	113	+ 8	117	+ 9	104	+ 4	114	+ 5	112	+10
4th quarter	128	+ 5	123	+ 6	133	+ 1	125	+ 3	133	+ 8
1965 1st quarter	111	+ 6	123	+ 7	97	+ 2	109	+ 4	103	+ 8
2nd quarter	116	+ 7	122	+ 6	112	+ 7	115	+ 8	111	+ 7
1964 August	114	+ 9	116	+ 8	107	+ 4	121	+15	114	+11
September	116	+ 9	123	+13	108	+ 3	112	— 4	112	+13
October	115	+ 6	115	+ 4	117	+ 4	115	— 2	113	+13
November	122	+ 4	121	+ 5	130	— 1	134	+ 6	113	+ 4
December	146	+ 6	133	+ 8	153	+ 1	127	+ 6	172	+ 7
1965 January	106	+ 5	115	+ 5	87	— 4	110	+ 3	105	+11
February	116	+10	128	+11	101	+ 9	125	+ 6	104	+11
March	111	+ 4	124	+ 6	102	+ 1	92	+ 5	101	+ 2
April	108	+ 4	114	+ 1	99	+ 5	108	+ 9	105	+ 8
May	123	+ 6	124	+ 4	127	+ 7	128	+11	114	+ 7
June	118	+ 7	127	+ 7	109	+11	110	+ 5	113	+ 6
July	116	+ 8	118	+ 6	103	+ 7	119	+11	122	+ 9
August	121	+ 6	122	+ 5	115	+ 7	126	+ 3	123	+ 9

Further details may be had on application to Northern Ireland Index of Retail Sales, Room 35, Ministry of Commerce, Chichester House, Belfast. (Tel. Belfast 28271, Ext. 113).

British film fund agency

THE BRITISH Film Fund Agency has published the following information for the four weeks ended September 25, 1965:

Distributors' earnings submitted:

High cost films	£886,515	
Low cost films:		
Eligible (after multiplying by 2½)	£18,237	
Not eligible for 2½ times rental	£3,774	
		£908,526
Films of less than 3,000 feet (after multiplying by 2½)		£62,023
		£970,549
Levy collections paid to Agency by HM Customs and Excise to October 4, 1965, with an estimate of collections for two weeks, approximately covering entertainments to September 25, 1965		£481,500

The eleventh interim allocation for the eighth distribution period will be at the rate of 49½ per cent.

Machine tool orders in July

The article to which these figures relate was published in the Board of Trade Journal, *October* 22, *page* 969.

TABLE 1.

Metal working machine tools orders and deliveries: recorded figures (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1958	83,915	20,751	63,164	54,384	16,075	38,309	59,798	17,465	42,333
1959	78,768	18,552	60,216	55,892	15,740	40,151	80,276	18,217	62,058
1960	94,936	24,310	70,626	105,703	24,296	81,407	144,747	32,868	111,879
1961	115,713	28,627	87,086	116,916	32,088	84,829	126,926	36 420	90,509
1962	127,172	35,471	91,701	88,266	34,691	53,576	98,522	38,074	60,449
1963	114,162	39,188	74,974	69,025	29,156	39,869	94,920	33,653	61,267
1964	121,709	37,801	83,908	86,573	29,527	57,046	139,257	38,172	101,085
1962 1st quarter	32,525	8,536	23,989	111,008	31,514	79,494	26,617	7,962	18,654
2nd quarter	31,731	8,590	23,142	107,385	34,233	73,153	28,108	11,308	16,800
3rd quarter	30,934	8,935	21,999	99,721	35,735	63,986	23,270	10,438	12,833
4th quarter	31,982	9,410	22,572	88,266	34,691	53,576	20,527	8,366	12,161
1963 1st quarter	31,837	10,742	21,095	78,874	31,468	47,406	22,444	7,519	14,925
2nd quarter	28,165	9,426	18,739	74,618	30,281	44,337	23,909	8,239	15,670
3rd quarter	26,644	9,444	17,200	70,403	30,410	39,993	22,429	9,573	12,856
4th quarter	27,516	9,576	17,939	69,025	29,156	39,869	26,138	8,322	17,816
1964 1st quarter	31,471	10,222	21,249	70,949	27,658	43,292	33,395	8,723	24,672
2nd quarter	28,017	8,524	19,493	74,848	28,941	45,907	31,916	9,808	22,108
3rd quarter	28,798	8,119	20,679	81,307	30,176	51,131	35,258	9,354	25,904
4th quarter	33,423	10,936	22,487	86,573	29,527	57,046	38,689	10,287	28,402
1965 1st quarter (3)	36,837	11,343	25,494	91,438	29,079	62,359	40,492	10,473	30,019
2nd quarter*	34,605	11,270	23,335	94,652	28,899	65,754	37,820	11,090	26,730
3rd quarter									
4th quarter									
1964 January	10,343	3,317	7,027	70,222	28,909	41,313	11,540	3,069	8,471
February	9,847	3,326	6,521	71,615	28,325	43,289	11,240	2,742	8,498
March	11,281	3,580	7,701	70,949	27,658	43,292	10,615	2,912	7,703
April	9,440	3,080	6,361	72,429	27,637	44,793	10,921	3,059	7,862
May	9,060	2,679	6,381	72,877	27,931	44,947	9,508	2,973	6,535
June	9,517	2,766	6,751	74,848	28,941	45,907	11,487	3,776	7,711
July	9,192	2,403	6,789	78,342	29,433	48,909	12,686	2,895	9,791
August	8,457	2,403	6,055	79,439	29,887	49,552	9,554	2,856	6,698
September	11,149	3,314	7,835	81,307	30,176	51,131	13,017	3,603	9,415
October	10,519	3,428	7,090	83,483	30,538	52,945	12,694	3,791	8,904
November	10,892	3,271	7,621	85,454	30,507	54,946	12,863	3,240	9,622
December	12,012	4,236	7,776	86,573	29,527	57,046	13,132	3,256	9,876
1965 January (3)	11,116	3,637	7,479	91,614	29,915	61,699	14,948	3,603	11,345
February	12,182	3,808	8,374	91,874	29,189	62,685	12,442	3,081	9,361
March	13,539	3,899	9,640	91,438	29,079	62,359	13,103	3,789	9,314
April*	10,557	3,027	7,530	92,960	29,579	63,382	12,079	3,527	8,552
May*	11,893	3,515	8,378	94,551	30,206	64,345	13,483	4,142	9,341
June*	12,156	4,729	7,427	94,652	28,899	65,754	12,257	3,421	8,836
July*	10,578	3,049	7,529	101,193	29,488	71,705	17,119	3,639	13,480
August									
September									
October									
November									
December									
January-July 1964	68,680	21,149	47,531	78,342	29,433	48,909	77,997	21,426	56,571
January-July 1965	82,021	25,663	56,358	101,193	29,488	71,705	95,431	25,202	70,229
Percentage change (3)	+19	+21	+19	+29	N/C	+47	+22	+18	+24

*Provisional.
(1) Figures have been rounded off to the nearest final digit and there may be an apparent discrepancy between the sum of the constituent items and the totals shown.
(2) Figures are derived from deliveries and the change in orders on hand during the period.
(3) Between December 1964 and January 1965 there is a small increase (under 5%) due to the inclusion of additional firms.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL. (*See page* 1064 *of this issue.*)

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TABLE 2.

Metal working machine tools orders and deliveries: seasonally adjusted (1)

£'000

Period	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1958	83,915	20,751	63,164	54,874	16,117	38,757	59,799	17,461	42,338
1959	78,768	18,552	60,216	56,441	15,762	40,679	80,335	18,197	62,138
1960	94,936	24,310	70,626	106,804	24,259	82,545	145,299	32,807	112,492
1961	115,713	28,627	87,086	118,058	31,969	86,089	126,967	36,337	90,630
1962	127,172	35,471	91,702	88,946	34,397	54,549	98,061	37,899	60,162
1963	114,162	39,188	74,974	69,728	28,981	40,747	94,944	33,772	61,172
1964	121,709	37,801	83,908	87,785	29,461	58,324	139,766	38,281	101,485
1962 1st quarter	30,459	7,956	22,503	112,566	32,616	79,950	24,967	8,603	16,364
2nd quarter	32,576	9,260	23,316	107,266	34,445	72,821	27,276	11,089	16,187
3rd quarter	32,234	9,050	23,184	99,252	34,834	64,418	24,220	9,439	14,781
4th quarter	31,904	9,205	22,699	88,946	34,397	54,549	21,598	8,768	12,830
1963 1st quarter	29,669	9,891	19,778	80,277	32,659	47,618	21,000	8,153	12,847
2nd quarter	28,889	10,015	18,874	74,512	30,412	44,100	23,124	7,768	15,356
3rd quarter	28,022	9,880	18,142	70,114	29,571	40,543	23,624	9,039	14,585
4th quarter	27,582	9,402	18,180	69,728	28,981	40,747	27,196	8,812	18,384
1964 1st quarter	29,226	9,452	19,774	72,085	28,683	43,402	31,583	9,154	22,429
2nd quarter	28,718	9,128	19,590	74,805	29,031	45,774	31,438	9,476	21,962
3rd quarter	30,181	8,468	21,713	81,364	29,341	52,023	36,740	8,778	27,962
4th quarter	33,584	10,753	22,831	87,785	29,461	58,324	40,005	10,873	29,132
1965 1st quarter (3)	34,203	10,480	23,723	92,712	30,165	62,547	39,128	11,183	27,945
2nd quarter*	35,471	11,977	23,494	94,543	28,986	65,557	37,303	10,798	26,505
3rd quarter									
4th quarter									
1964 January	10,163	3,272	6,891	70,453	28,847	41,606	10,888	3,138	7,750
February	9,520	3,128	6,392	71,418	28,680	42,738	10,485	2,961	7,524
March	9,543	3,052	6,491	72,085	28,683	43,402	10,210	3,055	7,155
April	10,168	3,433	6,735	72,628	28,587	44,041	10,711	3,337	7,374
May	9,029	2,800	6,229	73,285	28,595	44,690	9,686	2,808	6,878
June	9,521	2,895	6,626	74,805	29,031	45,774	11,041	3,331	7,710
July	9,253	2,379	6,874	77,540	29,233	48,307	11,988	2,581	9,407
August	10,306	2,963	7,343	78,034	29,228	48,806	10,800	2,958	7,842
September	10,622	3,126	7,496	71,364	29,341	52,023	13,952	3,239	10,713
October	10,890	3,356	7,534	83,266	29,825	53,441	12,792	3,840	8,952
November	11,139	3,495	7,644	85,276	29,863	55,413	13,149	3,533	9,616
December	11,555	3,902	7,653	87,785	29,461	58,324	14,064	3,500	10,564
1965 January (3)	10,937	3,583	7,354	91,989	29,855	62,134	15,141	3,977	11,164
February	11,805	3,579	8,226	91,424	29,543	61,881	11,240	3,267	7,973
March	11,460	3,318	8,142	92,712	30,165	62,547	12,748	3,940	8,808
April*	11,360	3,367	7,993	92,910	30,588	62,322	11,560	3,791	7,769
May*	11,867	3,669	8,198	94,878	30,917	63,961	13,835	3,998	9,837
June*	12,244	4,941	7,303	94,543	28,986	65,557	11,909	3,010	8,899
July*	10,652	3,016	7,636	100,138	29,283	70,854	16,247	3,314	12,933
August									
September									
October									
November									
December									
Average of the latest 3 months	11,588	3,875	7,712	..	..	..	13,997	3,441	10,556
Average of the previous 3 months	11,542	3,421	8,120	..	..	..	11,849	3,666	8,183
Percentage change	N/C	+13	—5				+18	—6	+29

*Provisional.
(1) The figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.
(2) Figures are derived from deliveries and the change in orders on hand during the period.
(3) Between December 1964 and January 1965 there is a small increase (under 5%) due to the inclusion of additional firms.

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Shipping movement at United Kingdom ports

Foreign and coastal trade movements in August, 1965

THE TOTAL NET TONNAGE of vessels in the foreign trade entering and clearing with cargo at United Kingdom ports in August 1965 was 15,490 thousand net tons: this was nearly 5 per cent higher than the tonnage for the same month in 1964. The Commonwealth share of entrances and clearances with cargo was 7,641 thousand net tons.

The net tonnage of foreign vessels entering and clearing with cargo during the first eight months of the year showed an increase of 4,445 thousand net tons compared with the same period of 1964.

There was a 2 per cent increase in the total net tonnage of coasting trade arrivals and departures with cargo during August, and a 7 per cent increase for the first eight months of the year compared with 1964.

Definitions

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or *vice versa*, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ships' stores or passengers.

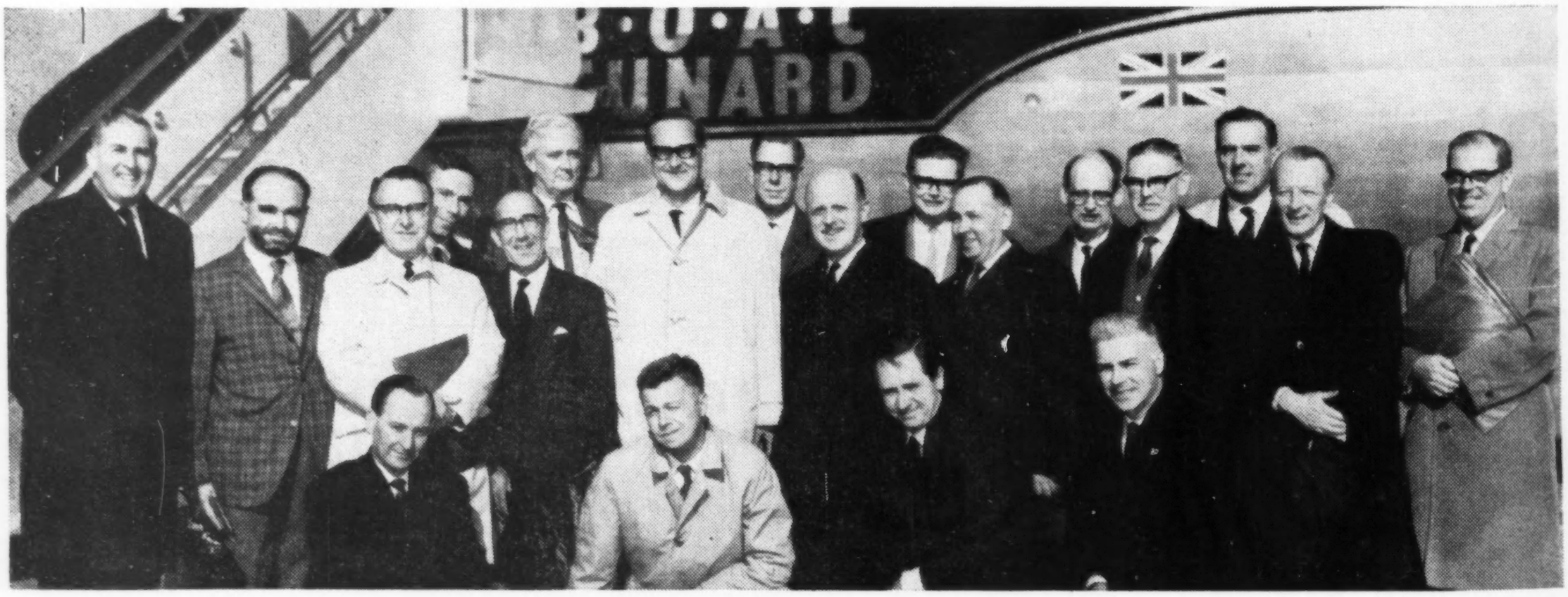
(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

Table 1. Shipping movement at UK Ports

Foreign Trade		Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
			Thousand Net Tons					Thousand Net Tons			
			Entered					Cleared			
With cargo:	Month of August 1964	5,563	9,444	4,301	219	4,924	4,396	5,338	2,773	149	2,416
	Month of August 1965	6,242	9,968	4,511	177	5,279	4,581	5,522	2,804	149	2,568
	Eight months ending August 1964	42,560	69,550	32,154	1,602	35,794	35,789	38,805	19,941	1,284	17,580
	Eight months ending August 1965	43,590	73,018	31,477	1,685	39,856	35,365	38,763	19,556	1,240	17,966
In ballast:	Month of August 1964	2,064	2,912	1,412	66	1,433	3,076	7,016	2,995	96	3,924
	Month of August 1965	2,238	3,195	1,706	54	1,434	3,656	7,363	3,199	53	4,111
	Eight months ending August 1964	12,990	17,181	8,045	413	8,722	20,013	48,137	20,306	777	27,053
	Eight months ending August 1965	13,010	17,448	8,586	453	8,408	21,217	51,827	20,310	941	30,575

(1) Includes Irish Republic and South Africa.

BIRMINGHAM CHAMBER OF COMMERCE MISSION TO CANADA



Members of the Birmingham Chamber of Commerce Industrial Mission arrived in Montreal on October 16 *to begin a three-week selling tour of Canada's principal cities. Pictured above (left to right)* – Back row: *E. K. Litthauer (BKL Alloys Ltd., Deputy Leader), Commander Beebee (Woodcemair Ltd.), R. P. S. Bache (George Salter & Co. Ltd.), J. K. Warburton (Secretary, Birmingham Chamber), O. Hartheimer (F. J. Munster & Co. Ltd.), S. B. Jackson (KMT Holdings Ltd.).* Centre row: *R. P. Druett (BIP Engineering), G. J. Huber (J. J. Huber Ltd.), A. Heckle (Principal Trade Commissioner), F. C. Abrahams (Abrahams & Co.), H. Eccles-Williams (President of the Birmingham Chamber and Leader of the Mission), R. C. Booth (Director of the Birmingham Chamber), F. Naylor (Qualcut Tools Ltd.), W. E. Lawson (Keep Bros Ltd.), V. F. Kimber (Trade Commissioner), Keith Butler (Information Officer).* Kneeling: *A. L. Baker (Robinson Bros. Ltd.), I. J. Powell (Walter Somers Ltd.), J. E. C. Perry (Perry Stone & Co.), M. Robidas (Quebec Provincial Department of Trade and Commerce).* (*An article on Canada appears on page* 1007.)

Table 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	August		Eight months ended August		August		Eight months ended August	
	1964	1965	1964	1965	1964	1965	1964	1965
Nationality of vessels:	Number of vessels							
United Kingdom	1,923	2,096	13,949	13,862	1,683	1,644	12,484	11,831
Other Commonwealth	126	151	1,064	1,075	151	159	1,305	1,332
Foreign	3,514	3,995	27,547	28,653	2,562	2,778	22,000	22,202
TOTAL	5,563	6,242	42,560	43,590	4,396	4,581	35,789	35,365
	Thousand net tons							
Commonwealth (1)								
Registered in United Kingdom	4,301	4,511	32,153	31,477	2,773	2,804	19,941	19,556
Registered in Canada	—	—	7	4	—	—	7	—
Registered in other countries	219	177	1,595	1,682	149	149	1,276	1,240
Soviet	66	128	517	625	32	77	211	234
Finnish	61	57	429	504	24	25	245	205
Swedish	366	326	2,402	2,692	83	117	853	979
Norwegian	1,078	1,114	7,745	8,668	487	561	2,901	3,339
Danish	260	300	1,926	2,067	189	181	1,128	1,290
Polish	20	28	163	173	21	25	139	119
German	284	417	2,442	2,877	189	199	1,604	1,787
Dutch	738	803	5,305	5,228	443	532	3,730	3,502
Belgian	229	290	1,414	1,530	204	190	1,173	1,197
French	463	519	2,818	3,216	327	345	1,930	2,012
Spanish	42	45	421	427	30	39	407	391
Italian	105	128	853	1,150	3	21	45	45
Yugoslav	8	13	98	79	4	10	53	58
Greek	207	172	1,299	1,603	51	49	304	400
United States of America	287	96	2,201	1,526	248	39	1,812	1,155
Panamanian	107	92	727	1,127	15	36	133	226
Liberian	471	584	3,850	5,251	8	41	179	315
Other	132	166	1,185	1,113	57	80	733	710
Total foreign	4,924	5,279	35,794	39,856	2,416	2,568	17,580	17,966
TOTAL	9,444	9,968	69,550	73,018	5,338	5,522	38,805	38,763
Trading areas:								
Irish Republic	544	670	3,345	3,612	527	655	3,275	3,538
Northern Europe (Foreign)	2,473	2,596	16,775	17,377	1,853	1,941	13,867	13,796
Europe (Atlantic) and Western Mediterranean Countries	1,186	1,362	7,282	8,330	898	922	5,421	5,911
Central and Eastern Mediterranean Countries	860	1,019	6,681	8,312	112	138	1,153	1,048
West and South Africa	453	543	4,146	4,905	160	189	1,707	1,636
East Africa, Persian Gulf, India	1,276	964	10,237	9,419	201	224	1,919	1,890
Eastern Asia and Islands in the Pacific	206	208	1,670	1,570	127	157	1,350	1,437
Australasia	158	224	2,300	2,309	178	180	1,423	1,364
North America (Atlantic Coast)	1,344	1,342	8,473	8,238	954	808	5,916	5,665
West Indies and Central America (Atlantic Coast)	644	683	5,669	6,111	157	167	1,200	1,219
South America (Atlantic Coast)	121	231	1,242	1,345	107	85	902	743
South and Central America (Pacific Coast)	41	23	403	327	17	25	196	155
North America (Pacific Coast)	130	97	1,231	1,105	45	29	470	351
Other Areas	6	7	93	56	3	1	6	10
Total Commonwealth Countries (1)	3,055	2,888	23,219	22,995	1,420	1,628	10,613	10,992
Total Foreign Countries	6,389	7,079	46,330	50,022	3,918	3,894	28,192	27,771
TOTAL	9,444	9,968	69,550	73,018	5,338	5,522	38,805	38,763

(1) Includes Irish Republic and South Africa.

Table 3. Foreign trade arrivals and departures at principal ports for the period January — August

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1964	1965		1964	1965		1964	1965		1964	1965	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	8	7	21	57	29	57	51	26	80	64	33	93
Bristol	2,836	2,727	1,252	2,930	2,832	1,334	362	449	474	2,675	2,575	1,116
Cardiff	1,130	1,104	465	1,325	1,269	658	443	299	390	1,611	1,393	710
Dover	2,670	2,679	2,174	5,859	6,393	5,365	2,545	2,603	2,014	5,798	6,361	5,288
Falmouth (inc. Truro)	32	48	40	824	578	215	4	1	7	1,213	893	213
Folkestone	478	529	466	833	897	710	430	406	379	890	944	743
Grimsby (inc. Immingham)	1,714	1,824	1,771	2,134	2,021	1,939	698	384	573	2,138	1,935	1,936
Harwich	2,760	3,086	2,418	2,905	3,298	2,604	2,883	3,210	2,488	2,971	3,324	2,657
Holyhead	1,021	1,133	805	1,086	1,205	867	1,009	1,120	801	1,082	1,183	845
Hull	3,071	3,151	2,548	3,457	3,359	2,829	1,309	1,096	1,593	3,314	3,304	2,691
Lancaster	349	158	47	365	179	82	12	14	39	247	157	62
Liverpool	9,958	10,049	3,751	11,931	11,842	4,645	5,053	4,931	3,076	11,960	12,214	4,594
London	19,201	19,733	10,308	24,426	24,688	12,456	10,109	9,712	7,816	24,008	23,746	12,707
Manchester (inc. Runcorn)	3,714	3,815	1,794	3,950	4,035	2,043	1,308	1,223	1,352	3,623	3,537	2,047
Middlesbrough	2,133	2,140	897	2,873	2,859	1,253	1,246	1,361	978	2,987	3,080	1,412
Milford Haven	2,799	4,111	263	3,215	4,854	565	353	634	207	3,197	4,508	480
Newhaven	432	681	852	465	757	963	448	610	814	465	720	932
Newport (Mon.)	920	784	369	1,378	1,213	613	782	719	524	1,419	1,415	696
Plymouth	176	173	347	385	460	570	84	98	272	476	427	553
Southampton	10,749	11,404	1,928	13,600	13,799	2,507	5,487	5,600	1,583	13,455	13,623	2,498
Swansea	840	552	336	1,867	1,463	990	1,566	1,402	1,289	2,138	1,711	1,385
Tyne Ports	1,709	1,759	1,035	2,520	2,618	1,341	1,256	1,098	856	2,919	3,035	1,375
Glasgow	3498	3,604	1,110	4,067	4,092	1,277	1,932	1,819	741	4,187	4,182	1,263
Grangemouth	708	616	728	1,037	930	884	822	770	709	1,212	1,016	915
Greenock	480	518	97	1,366	1,568	246	292	315	49	1,352	1,774	252
Leith	566	579	769	606	650	810	230	228	481	530	560	729
Belfast	1,333	1,492	828	1,408	1,565	924	270	341	339	1,108	1,413	705
Other Ports	5,912	6,270	11,209	7,261	7,675	14,736	3,215	3,456	8,307	7,073	7,497	14,400
TOTAL	81,196	84,723	48,628	104,131	107,126	63,483	44,197	43,927	38,231	104,113	106,558	63,297

SHIPPING MOVEMENTS AT UNITED KINGDOM PORTS, continued

Table 4. Coasting trade arrivals and departures at principal ports for the period January — August

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1964	1965		1964	1965		1964	1965		1964	1965	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	15	19	53	1,508	1,383	1,819	1,483	1,355	1,717	1,506	1,375	1,779
Bristol	760	1,075	905	1,220	1,499	3,227	419	882	2,004	1,448	1,818	3,450
Cardiff	227	425	602	900	1,095	2,246	177	203	926	617	817	2,155
Cowes	1,572	1,304	6,667	3,311	3,139	14,034	1,498	1,214	5,987	3,326	3,127	13,984
Falmouth	121	134	147	691	509	466	77	75	273	215	172	439
Hartlepool	28	54	77	489	424	430	427	353	307	478	434	437
Hull	634	638	292	1,098	1,182	1,091	423	537	776	1,253	1,180	1,159
Immingham	238	479	96	745	1,014	636	383	688	511	810	1,041	658
Lancaster	918	1,092	655	1,072	1,361	1,044	1,093	858	761	1,182	1,105	922
Liverpool	1,978	2,310	2,096	2,825	3,286	3,247	1,921	2,124	2,574	3,043	3,308	3,320
London	4,990	5,092	4,691	6,606	6,497	6,643	1,610	1,698	2,081	7,108	7,104	6,602
Manchester	718	642	511	1,049	981	1,174	601	582	672	1,187	1,093	1,171
Middlesbrough	252	297	282	903	926	1,023	309	241	448	718	744	849
Milford Haven	289	187	67	1,565	2,175	789	1,654	2,358	825	1,702	2,520	873
Newport (Mon.)	234	251	949	467	412	1,081	131	15	37	400	303	1,005
Portsmouth	278	281	1,299	2,203	2,139	8,757	55	55	634	2,188	2,154	8,734
Preston	680	739	1,223	748	813	1,402	621	695	1,117	779	849	1,467
Southampton	1,833	2,171	7,205	3,911	3,907	8,946	3,305	3,330	7,360	3,909	3,870	9,079
Sunderland	161	170	240	1,305	1,143	1,340	1,060	891	992	1,269	1,116	1,281
Swansea	119	88	324	1,197	1,110	2,537	736	663	1,730	867	827	2,105
Tyne Ports	433	461	154	2,439	2,578	1,821	1,157	1,225	1,296	1,982	2,094	1,759
Glasgow	886	843	783	1,435	1,456	1,240	570	639	701	1,208	1,334	1,249
Belfast	4,035	4,101	5,386	4,415	4,389	5,852	3,234	3,400	3,929	4,387	4,440	5,956
Other Ports	8,501	9,271	20,992	12,415	13,209	33,563	6,072	6,845	13,673	12,301	13,115	33,298
TOTAL	29,904	32,124	55,696	54,520	56,627	104,408	29,017	30,918	51,331	53,880	55,939	103,731

Table 5. Coasting trade movement at UK ports

Coasting Trade – Great Britain	Arrived				Departed			
	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo: Month of August 1964	6,202	3,396	2,913	483	6,029	3,296	2,812	484
Month of August 1965	6,292	3,350	2,910	440	5,977	3,335	2,850	485
Eight months ending August 1964	49,883	25,362	21,727	3,635	48,397	25,550	21,552	3,997
Eight months ending August 1965	49,009	27,474	22,720	4,755	46,561	26,895	21,991	4,903
In ballast: Month of August 1964	8,193	3,300	2,880	420	8,168	3,256	2,842	414
Month of August 1965	7,412	3,105	2,635	469	7,654	3,090	2,729	361
Eight months ending August 1964	52,608	24,204	20,184	4,020	52,160	23,386	19,882	3,504
Eight months ending August 1965	48,118	24,173	19,755	4,418	49,564	23,602	19,801	3,801
Coasting Trade – United Kingdom								
With cargo: Month of August 1964	6,973	3,950	3,429	521	6,605	3,735	3,229	506
Month of August 1965	7,136	3,969	3,482	487	6,605	3,852	3,335	517
Eight months ending August 1964	56,220	29,904	25,927	3,977	52,749	29,017	24,774	4,243
Eight months ending August 1965	55,696	32,124	26,984	5,141	51,331	30,918	25,568	5,351
In ballast: Month of August 1964	8,306	3,410	2,987	423	8,502	3,494	3,055	439
Month of August 1965	7,474	3,143	2,665	477	7,947	3,225	2,837	388
Eight months ending August 1964	53,219	24,616	20,556	4,060	55,009	24,863	21,186	3,677
Eight months ending August 1965	48,712	24,503	20,026	4,477	52,400	25,021	20,945	4,076

(a) Commonwealth and Irish Republic.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1:

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Cinema admissions and takings in August

DURING AUGUST, counted as a four-week period, the weekly average of admissions to cinemas in Great Britain was 7.8 million and the weekly average of gross box office takings was £1.50 million.

Britain wins six awards at film festival

SIX AWARDS were gained by the 15 industrial films chosen to represent Great Britain at the 6th International Industrial Film Festival organized under the auspices of the Council of European Industrial Federations by the Conseil National du Patronat Francais, in Rouen, from October 11-16. British films gained awards in five of the seven categories in which they were entered.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed **to H. M. Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 6147).**

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Exhibitions and Fairs

Motor Industry's target - first place in world exports

—Mr. George Brown

Crowds throng the stands at the 50th Motor Show.

OPENING THE 50th International Motor Show at Earls Court, London on October 20, Mr. George Brown, First Secretary of State, and Secretary of State for Economic Affairs, said, 'I hope we shall very carefully consider whether an Economic Development Committee would not greatly benefit the motor industry'. He added that the economic development committees had shown their worth in helping other industries to identify and seize the opportunities which existed for their necessary additional expansion.

Suggesting a target for the motor industry – to take first place in the world in exports – Mr. Brown said, 'There is only one desirable place for us to be, one essential place to be, that is first. Let us go out and get there'. The industry was the third largest producer of cars in the world and the second largest exporter. A healthy and vigorous motor industry had a major role in the National Plan for economic growth.

'The motor industry is of tremendous importance to the economy,' he said. 'In this country sometimes we seem to have a way of talking very loudly in public about our problems. This often leads to the impression being got abroad that we have nothing but problems, whereas other people who talk rather more quietly about their problems but more loudly about their successes are often thought to have no problems. This is not at all true.'

Praising the industry for its 'technological vitality', the First Secretary of State said that each succeeding motor show saw improvements in the product – braking and gear systems, suspension, passenger comfort, and the important role of safety. The industry was in many respects ahead of the world in technical performance whether it be the automatic Mini at one end of the scale or the Rolls-Royce at the other end.

Within two hours of the opening of the show, organizing officials reported that orders worth £21 million had been taken for the 1966 models on show. Cars ranging from the most luxurious limousines to the small family models included exhibits from the United States, Canada, France, Italy, West Germany, Sweden, Holland, Czechoslovakia, Israel, USSR, East Germany, and for the first time from Japan. Also on display were the latest in motorized caravans, together with a section devoted to trailer caravans.

New advances in the component field, accessories, tyres and transport service equipment were also on view and this massive display was backed by stands for the press section of the industry, finance houses, hire purchase and motoring organizations, bringing the total number of exhibitors to nearly 500.

In the midst of this glittering array of cars – the latest models from all over the world – the visitor was taken back in time to the first motor show organised by the Society of Motor Manufacturers and Traders at the Crystal Palace in 1903. On stands specially built after the fashion of the time, was a group of 12 cars from that era.

Speaking at the SMMT's annual banquet on October 19, the eve of the Motor Show, Mr. James Callaghan, Chancellor of the Exchequer, said that the motor industry had contributed a great deal to the over-riding importance of getting Britain's balance of payments right. Last year, he said, the industry's exports were worth £370 million, 36 per cent of the total production being exported. This was higher than France or Italy. On the other hand the German industry managed to export 51 per cent of its total production. 'If you could get up to that figure, the crude improvement in our balance of payments would be nearly £150 million, but of course there would be a number of offsets.'

Continuing, the Chancellor said, 'We have been able to give aid to the industry both in improving credit facilities and also through the export rebate of tax. At present this looks like being about £15 million a year, which I hope you will agree is a considerable help to you in improving your promotional advertising and representation. I am ready to consider further steps to help you in these fields if they can be carried out within the limits of our international obligations. But in the end, as you know only too well, there is no substitute for a good product at the right price, delivered on time, with good after-sales service and all of this coupled with the will to export.

'You certainly have the will to export, and I thank you for all you are doing and can only urge you to increase your efforts even more. There may be some slackening in the rate of increase in world trade in 1966, but I have no hesitation in saying that the long-term trend for world trade is upwards. There is a strongly held belief that a large home market is essential for a successful export drive. Maybe in years to come the position will be reversed and the size of our export market may determine more and more the quality and price of the home product,' he added.

Referring to the future, the Chancellor said the best prospect was additional productivity. He was glad to see that the industry intended to achieve this. In the National Plan they had forecast an average annual percentage increase in output of 3.5 per cent per man. If other industries could do as well, or better, we should be on the road to solvency and to increasing our own standards of life.

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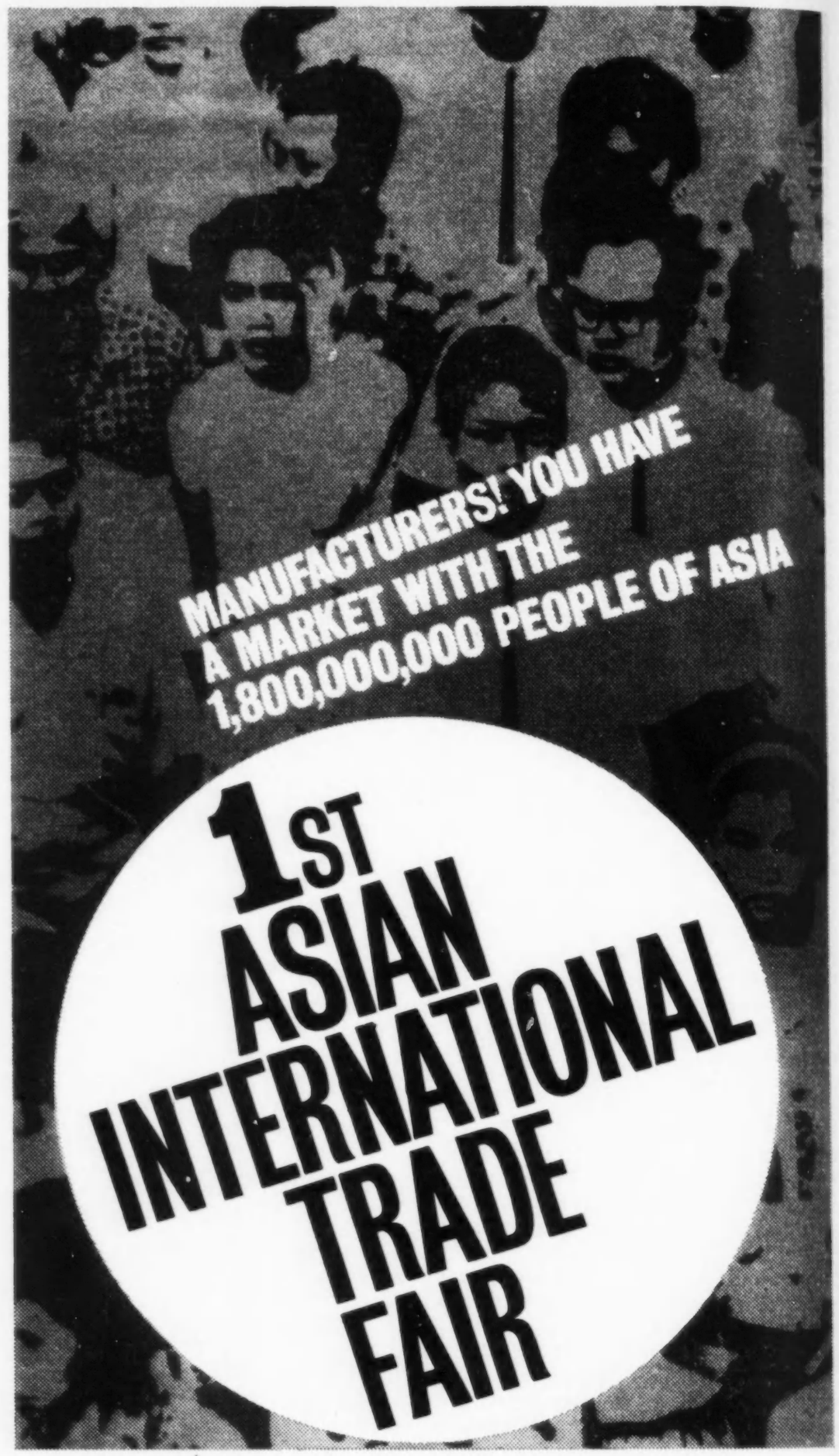
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BoT's DISPLAY MATERIAL IN MILAN 'OVERWHELMING'

The following letter was received by the Board of Trade Journal on October 22:

Dear Sir,

How can anyone who has been to Milan during the British Week, October 9-17, ever again be critical of the British export drive?
I read that the Board of Trade spent about £150,000 on display material and the organization of supporting events. As an American I find this a ludicrously small sum, even if the results weren't as impressively evident as they were. The ubiquity of Britain all over Milan during the Week would have suggested to me a figure at least three times that amount.
It would have been impossible to avoid the British message in Milan. Quite apart from the official and semi-official shows and exhibitions, the use of the Board of Trade's display material in the stores and shops appeared to be overwhelming. One is told that there are 2,500 shops in central Milan, and I am sure it would have been difficult to find more than a few whose windows did not at least include a bottle of Scotch whisky!
Of course, the one imponderable is how well the follow-up on the part of individual British manufacturers will be tackled. As one retailer said gloomily to me: 'Will they come back to me or will they wait for me to seek them out?'
But, nonetheless, the effort was magnificent, and it is to be hoped that the British taxpayer will know what has been done on his behalf.

Yours sincerely,
ANN ROUSH,
Marketing Editor,
The Ambassador.

British machinery at the Canadian Graphic Arts Show

—A report by the Assistant British Trade Commissioner, Toronto

BRITISH MANUFACTURERS exhibiting at the second Canadian Graphic Arts Show reaped a substantial reward for their efforts with 'sold' signs prominently displayed on almost all machinery before the Show closed. Off the floor British sales amounting to well over $200,000 were recorded at this biennial Show held in Toronto from October 13-16. 'This is only the start' said one British sales executive who was expecting to write further substantial orders before he returned home.

Regarded by many as one of the most important North American shows in its field, it attracted well over 21,000 trade visitors who viewed the equipment offered by some 1,000 manufacturers and suppliers from Canada, Britain, United States, Germany, Switzerland, Sweden, Italy and Czechoslovakia competing for the $1.7 billion Canadian graphic arts market.

New developments of British technology were well in evidence at the Show and members of both the Association of British Manufacturers of Printers' Machinery and Association of Manufacturers and Suppliers for the Graphic Arts were represented. The British Government in association with these two bodies, sponsored a joint venture stand at the Show to highlight the extremely diverse range of products manufactured by British firms.

Considerable interest in the latest British machinery was evident from the start when convention representatives of paper mills and the pulp and paper associations were given a special demonstration of the Vacuumatic Ltd. board counter capable of counting boxboard at 500 sheets per minute. Seen as a new breakthrough in Canada, it will enable board mills to sell by the sheet instead of by weight as hitherto. Proudly carrying a 'sold' tag, the Monotype Corporation Limited's new Monophoto filmsetter Mark 3 was in operation at well over 10,000 characters per hour. This third generation machine recently made its debut at Paris and was on show for the first time in North America.

Also enjoying a first showing in North America was the Soldans' Protocol Registrator offering a new technique for assembling photographic separations in perfect register. The registrator offers substantial time savings and was well received by this cost-conscious market.

One of the earliest sales of the Show was made by Timsons Limited of Kettering with their Mark II forms press. This most versatile machine was also recently exhibited in Paris and as in that city, the multiplicity of operations available from the unit created much favourable comment.

In the field of electronic colour scanning equipment, K. S. Paul & Associates Limited of Kingsbury showed a single colour scanner capable of producing quality colour separations for all printing processes. The machine was developed by a three-man team led by Mr. Derrick Kyte and has proved so successful that the firm has secured major commitments from the United States. Four units are expected to be installed in the United States by the end of the year and one in Montreal.

Other British equipment on view included a Waite and Saville press from Otley, Rotaprint offset, Rollem perforators and the Ilfoprint processor. R. W. Crabtree & Sons Ltd. and the Geo. Mann Division of Vickers Ltd., also exhibited at the Show.

The next Canadian Graphic Arts Show is scheduled for Montreal in October 1967, Canada's Centennial Year.

An article on the prospects for capital goods sales in Canada – part of a series in anticipation of 'Canextour' – is on page 1007 *of this issue.*

Discussing the merits of an R. W. Crabtree newspaper press at the Canadian Graphic Arts Show. From left to right are: Mr. C. W. Blackman, British Trade Commissioner in Toronto; Mr. G. H. S. Jackson, Principal British Trade Commissioner in Toronto; Mr. J. Bonus, Mr. V. T. W. Stanton, Association of British Manufacturers of Printing Machinery; Mr. John Rothwell, R. W. Crabtree and Sons (Canada) Ltd. and Mr. D. Corkett, AMSGA.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date Last Published	Date Next Published
Outside Europe . .	*Oct.* 1	*Jan.* 7
Europe . . .	*Sept.* 3	*Dec.* 3
United Kingdom . .	*Aug.* 6	*Nov.* 5

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

*The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.*1 *(Tel. Abbey* 7877, *Ext.* 3557, *Germany;* 2782 *and* 2783, *France, Benelux, Italy, Austria, Scandinavia, Switzerland;* 3558, *United Kingdom, East Europe, Western Hemisphere;* 2788, *Rest of the World*) *will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.*

* *indicates event which is held annually at approximately the time stated.*

† *indicates event which is held alternate years at approximately the time stated.*

Amendments and Additions to Classified Lists.

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on October 1, September 3 and August 6 respectively.

EUROPE

Amendment:

The Board of Trade have been informed that the German footwear samples display (G.D.S.) will be held in Dusseldorf from March 26-28, 1966 and not on the dates shown in the *Board of Trade Journals* of September 3 and September 17.

Lord Snow opens 'Design in Engineering' exhibition

LORD SNOW, Joint Parliamentary Secretary, Ministry of Technology, opened the exhibition 'Design in Engineering' at the Design Centre in Haymarket, London, on October 19. The exhibition, which will be open until November 20, is organized jointly by the Ministry and the Council of Industrial Design. It demonstrates the different factors which contribute to good design in a wide range of engineering products.

Speaking at the opening ceremony Lord Snow said: 'Design is a vital ingredient of successful engineering. If engineering design is not good, then there is something wrong with engineering. This is the great lesson to be drawn from that admirable report* by Mr. Feilden which was one of the most valuable and imaginative documents of the decade . . . Design is not something which is added on to make a thing look agreeable. It is the bone and fibre of the entire engineering process. It is a fully creative activity. One has to bind together the technical requirements and necessities with how a thing will work in human terms. And if the total concept is right, the final synthesis will be pleasing to the mind and to the eye'.

Although the exhibition is of interest to engineers and designers, it is primarily aimed at increasing the understanding by both management and the general public of the function of design in the engineering industries. Shown in the exhibition to illustrate particular aspects of engineering design are examples of products ranging from a hearing aid and a supermarket weighing machine to a new centre-lathe and a 'creeping weasel'. Ten examples of research work carried out at Ministry of Technology Research Stations, at co-operative industrial research associations assisted by the Ministry, or by manufacturers themselves, are featured and a number of conferences are arranged.

*Engineering Design. HMSO 1963.

EUROPE

Addition:

FRANKFURT: INTERNATIONAL TRADE EXHIBITION OF SANITARY AND HEATING TECHNIQUES – April 1-9, 1967.

Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050.)

British results at Stockholm Technical Fair

THE BRITISH COMPANIES who took part in the Birmingham Chamber of Commerce joint stand at this year's Stockholm Technical Fair (October 1-7) have found participation well worthwhile. A great number of contacts have been made – many at high level – and these should lead to good business. The stand was organized in collaboration with the Board of Trade.

Swedish military technicians have shown great interest in the data-logging and processing equipment shown by D-Mac Ltd. and also in the products of the Joseph Lucas companies. Lucas now have military contracts for electrical equipment and some exhibits will be kept behind after the fair because of the interest they have stimulated in Sweden.

The fair has helped Charles Winn and Co. to contact potential customers for their valves in new branches of Swedish industry and the Roneo Organisation have reached a new market among technicians who are finding applications for office copying and reproduction equipment in their own fields.

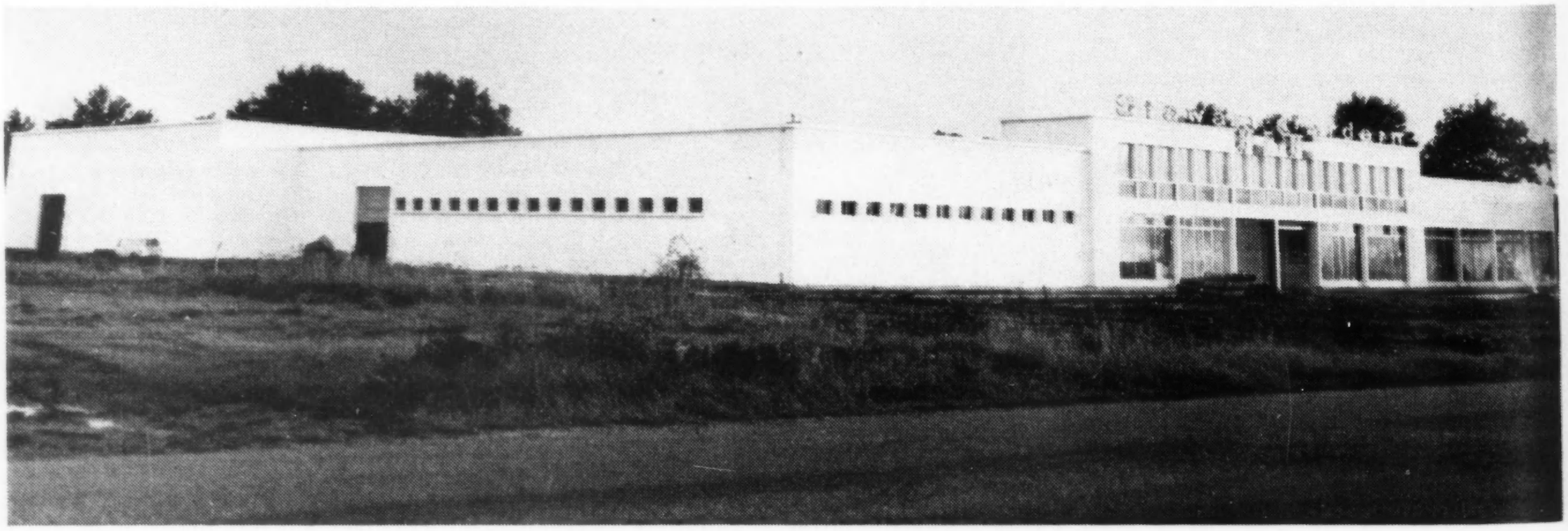
There is a clear indication of increased business opportunities for George Salter and Co., showing a wide range of postal, hanging and industrial scales. Keen interest has been shown too in domestic scales where Salter have shown a modern, well-designed, spring-operated scale which has no equivalent in Sweden. The number of serious inquiries taken by the associated company, Salterfix, shows a big potential market for their moulded and metal fasteners, especially in the radio and television industries.

Ramset Fasteners have reached many new customers at the fair and have a large demand for further demonstrations of their shot-fired fixings and equipment.

For BKB Electric Motors the fair has proved an excellent opportunity to renew old contacts and a new machine, shown for the first time in Sweden, has helped to attract new ones.

Round Oak Steelworks report a very good volume of interested visitors and Mr. Peter Strong, director of Bromford Iron and Steel, has made numerous contacts which he says will undoubtedly lead to a considerable increase in business between his company and customers in Sweden.

BMC sales depot inaugurated in South-west France



STEWART & ARDERN, the BMC distributors, have established a showroom, together with pre and after-sales service sections and spare parts depot at Merignac, near Bordeaux. These premises were inaugurated on September 30 by Monsieur Brettes, the mayor of the town and vice-president of the Conseil General.

Stewart & Ardern import and distribute throughout an area as large as the United Kingdom the whole range of BMC cars. These are sold to the French public by appointed dealers in the main centres in the area. The BMC cars, particularly the Minis and 1100s, are proving extremely popular in South-west France. Six hundred vehicles have been sold there in the first six months of this year, even before the installation of complete servicing facilities.

66 British firms at INTERKAMA, Düsseldorf

THE third International Congress and Exhibition for Instrumentation and Automation (Internationaler Kongress mit Ausstellung fuer Messtechnik und Automatik – INTERKAMA) was held in Düsseldorf from October 13-19, in the Exhibition Halls of NOWEA (Nordwestdeutsche Ausstellungs-und Messe-Gesellschaft mbH). The total of manufacturers and exhibitors participating at the exhibition was 738, of which 332 were from 17 European and other foreign countries. Great Britain ranked third in regard to size of the foreign participants with 66 British firms exhibiting. Fifteen of the British firms exhibited on the official British stand under the aegis of the Ministries of Aviation and Technology. Participation from the United States of America was very strong with 91 firms of which 54 exhibited on a combined stand, organized by the United States Department of Commerce. Other major national exhibitors were France 68, Switzerland 49, Holland 16.

The combination of trade fair, congress and instrument demonstrations proved highly successful, and lent itself ideally to the furtherance of instrumentation and automation practice. The congress, which provided a detailed and comprehensive picture of the scientific aspects of international attainments in instrument and automatic control techniques, was attended by 12,000 specialists from 44 countries. With its abundance of the latest designs and the large number of foreign exhibitors, INTERKAMA vividly revealed the keenness of competition in the electronic and automation industries. It was clear that since the last INTERKAMA (1960) many producers have greatly extended their programmes as was evidenced by the number of new instruments, processes and equipment displayed for the first time at this exhibition. In the field of instrumentation and automation it is apparent that electronics units are gaining ground because of the new components and circuits now being offered by the electronic industry and because of their practical application in various fields of industry. Production engineers were serious in their approach to process computers; their interest was concentrated on advances in instrument techniques, to broaden the scope of automation. An outstanding feature of the exhibition was the amount of precision engineering entailed in automatic control systems.

In an exhibition of this type where the goods on show are in the main sophisticated and relatively expensive pieces of machinery it is difficult to assess, to any specific degree, the measure of success in quantitative and financial terms. This applies not only to the impartial person making a survey of the exhibition as a whole but even to the exhibitors themselves. However, the overall concensus of opinion amongst the strong British contingent was that the exhibition was from their point of view in the main, successful. Interest was very keen and many inquiries were received by British exhibitors. A large number of these firms in fact had received enquiries which they felt sure would in the near future lead to firm business contracts. To mention but three of the more concrete types of inquiry one could list the following: the strong interest expressed by German Municipalities in a British traffic control system, a serious inquiry received by one United Kingdom firm for special equipment to the value of £500,000, and the great interest shown in a high speed computer system for on line application. Another exhibitor stated that if 50 per cent of the inquiries received materialized he would be in difficulties in meeting delivery dates.

The Board of Trade official stand attracted a number of visitors.

British exhibitors' comments on the Exhibition as such, were 'excellent' and 'very good'. On the whole they thought that facilities offered at the exhibition in Düsseldorf were outstanding. There were one or two cases of British exhibitors who were not quite satisfied with the exhibition, however, almost in every case these firms felt that because of the complementary type of product they were offering, they would have done better if they had exhibited on combined stands. There were some isolated cases where the firms had decided that they were exhibiting at the wrong type of fair. British exhibitors stated that 30 per cent to 40 per cent of their inquiries were received from countries outside Germany. The total number of visitors to the fair was 134,000 containing a good cross section of potential customers ranging from scientific and technical executives to laboratory assistants and shop foremen.

The majority of British firms said that in view of the results they had obtained and the excellent facilities in the exhibition halls, they would most certainly be back in Düsseldorf for the next INTERKAMA in 1968.

British instruments display in Rumania

THE FIRST EXHIBITION of British instruments to be held in Rumania was opened on October 26 by the British Ambassador, Mr. L. C. Glass, CMG. The exhibition, which takes place in the Central Pavilion, Bucharest, has been organized by the Scientific Instrument Manufacturers' Association of Great Britain (SIMA) in collaboration with the Board of Trade. 28 British companies will take part in this event, which closes on November 2.

Scientific and analytical instruments, valued at over £150,000, form the largest exhibition of foreign instruments ever staged in Rumania. The equipment being shown has applications in a wide range of industry, research and development. Measuring, control, recording and test devices are displayed as well as medical, electronic and laboratory instruments, radio equipment for industrial applications and computers.

To complement the exhibition, a series of technical lectures will be given by British speakers at the Bucharest Academy of Science. Subjects will range from health monitoring equipment to instrument automation in medical research.

In the first eight months of 1965 British exports to Rumania reached £7.2 million (a 62 per cent rise over the same period in 1964) of which £.032 million worth were scientific instruments. In addition, Britain is one of Rumania's largest markets outside the Comecon.

Good progress of Britain 66 Oslo

BRITISH OVERSEAS FAIRS announce that after the tremendous success of Britain's export promotion in Tokyo, visited by Princess Alexandra and 175,000 Japanese, nearly 75 per cent of the available space has been sold at Britain's next promotion in Oslo from April 29-May 15.

British Overseas Fairs Ltd., organizers of the Tokyo Exhibition and the Fair in Oslo, were approached for space in Oslo by some of the biggest companies in Britain even before the Tokyo Exhibition was over. Among over two hundred companies to have booked space are: the steel giants Balfour & Darwins, Kodak, Chubb & Sons, Marks & Spencer, Tate & Lyle, GKN Screws & Fasteners, English Electric and Rolls-Royce.

Overseas Trade and Exports

WEST EUROPEAN MARKET PLACE—7

Luxembourg—a small but worthwhile market

A report from the Commercial Department, British Embassy, Luxembourg

The seventh article in a series dealing with several West European countries

FEW BRITISH EXPORTERS pay sufficient attention to the Luxembourg market; yet it should not be discounted as an outlet for British goods. True, the Grand Duchy of Luxembourg is a small country, only about the size of Derbyshire and with a population of some 330,000. But it enjoys one of the highest standards of living in Europe, a position to which the country's foreign trade, both import and export, has made a full contribution. Indeed, almost half the country's total requirements are imported, and when it is realised that in 1964 the bill for imports is estimated at the equivalent to some £152 million, this figure alone should be impressive enough to encourage United Kingdom manufacturers to take a closer look at the market. But if this total is not sufficiently convincing, a comparison between Britain's sales per head of the population to the Grand Duchy and those to neighbouring Belgium – a similar country in many respects – ought to persuade any exporter who still harbours doubts about the potentiality the Grand Duchy offers as a market for British goods. This year so far, the rate of the United Kingdom's exports, including re-exports, direct to Luxembourg represent an annual average of about £6 per head of the latter's population. The corresponding figure for Belgium is about £19 a head. In reality Britain's total sales to Luxembourg were higher than the above figures show, since some British exports to that country are channelled through Belgium, whilst some UK goods, e.g. cars, are assembled in Belgium and sold on to Luxembourg as Belgian goods. Moreover, there are several reasons why we may not be expected to do as well relatively in Luxembourg as in Belgium. Geographical considerations play an important part, particularly the proximity to Luxembourg of Germany and France. Even so there is little doubt that Britain's exports to the Grand Duchy are lagging and that the market ought to be given greater attention than has so far been the case.

Luxembourg's economy and her steel industry

Since the Grand Duchy's steel industry accounts for some 30 per cent of the country's Gross National Product, and provides two-thirds of her total exports, the economy of the country is sensitive to international fluctuations in the demand for steel. Thus with an active foreign demand during 1964 for steel, exports of which showed an increase of 15 per cent by value, and 12 to 13 per cent by volume over those of the previous year, the country's economy as a whole surged forward from the relatively stagnant position of the previous two years, and the Gross National Product rose by 10 per cent over the 1963 figure. Turnover at the wholesale and retail stages reflected a vigorous internal demand, the result of a substantial increase in earned incomes. Turnover in the retail trade rose by some 15 per cent in 1964, the rise being particularly marked in trade in toys and gifts, books, and in general consumer goods. Spectacular improvements were registered in sales of certain types of durable consumer goods in 1964 as compared with 1963, e.g. the number of private cars put into circulation rose by 29 per cent, whilst sales of television and radio receivers increased by 68 per cent and 40 per cent respectively. Although this rate of expansion will probably not be repeated in 1965, internal demand should show some further improvement.

The Grand Duchy's foreign trade in 1964 showed a somewhat similar expansion to that of the economy generally. There was an estimated rise of 14 per cent in exports (to some £186 million) and of 10 per cent in imports. As Luxembourg is linked with Belgium in the Belgo-Luxembourg Economic Union, it is not surprising that Belgium is Luxembourg's most important customer, taking about 20 per cent of her total exports. At the same time, Belgium and West Germany jointly share first place as the Grand Duchy's leading suppliers, between them providing some 70 per cent of that country's imports. Luxembourg is of course also a member of the Benelux Customs Union and of the European Economic Community (better known as the Common Market). The importance to Luxembourg's economy of her membership of the Common Market is evidenced by the fact that, in 1964, member-countries took some 60 per cent of her exports and provided 84 per cent of her imports. But important as these proportions are, both were in fact lower than in 1963, when they were 69 per cent and 90 per cent respectively. Between 1963 and 1964 the volume of the Grand Duchy's trade with member countries of the European Free Trade Area registered a small – but perhaps significant – increase, exports rising by 4 per cent to 18 per cent of the total, whilst imports improved from 3·9 per cent to 6 per cent.

Against this background there is still obvious scope for improvement in British exports to Luxembourg, even though they have been showing an encouraging upward trend in recent years. In 1962, total United Kingdom exports to the Grand Duchy were only £0·75 million, but nevertheless registered an increase of 28 per cent over those of the previous year; in 1963 they again rose substantially, to £1·4 million; and this year up to June they are running at an annual rate of £1·9 million. They reached £2·7 million in 1964, but this sharp rise was due mainly to a special contract for the steel industry. If this rate of progress is to be improved, much more attention will have to be paid to the market than has generally been the practice hitherto. Britain's Common Market competitors admittedly enjoy language, customs and geographic advantages, but there is no question of 'built-in' sales resistance to British products. Indeed the average Luxembourger is well disposed towards Britain and holds British goods in high regard. He is not wedded to traditional sources of supply and is usually ready to change to another product if it offers him the high quality he is accustomed to at a more competitive price. But he expects the goods to be sold to him, and with such a wide variety of products already available on the market he is not prepared to go out seeking a new supplier. In short, Luxembourg is a buyer's market.

And how does one seek out the Luxembourger? As in most overseas markets, a visit to the country is the best way of deciding whether or not there is a market for a particular product. A visit can be made quickly and easily, perhaps at the same time as a visit to France.

Belgium or Germany; and very few of the businessmen that do take the trouble to make a visit find that their journey has not been worthwhile. The Embassy in Luxembourg at 16, boulevard Franklin Roosevelt (telephone 23344) is always willing and happy to help to plan the visit and to suggest the necessary contacts.

High quality consumer goods probably present the best opportunities for an increase in British exports, and in this, as in many other fields, it is usually preferable to appoint a local agent, rather than one who covers the market from say, Belgium. Luxembourg firms prefer where possible not to act as sub-agents of a main agent in a third country; they claim – rightly – that trading in this way often necessitates the payment of internal taxes in third countries which, with *inter alia* the payment of two commissions, often means that goods are priced out of the market. If a Luxembourg agent is appointed directly by the British manufacturer this gives him greater incentive (since he knows that the fruits of his efforts will be his alone and not shared, as is the case if he is only a sub-agent). Moreover, servicing facilities for e.g. electrical household goods are much more satisfactory if arranged locally. Admittedly, it is sometimes difficult to find a local agent, owing to the limited number of agencies which the existing Luxembourg importers can take on; and the size of the market will not always merit the carrying of large local stocks. But, generally speaking, the possibilities of appointing a local agent should be investigated before deciding to place the agency outside the country; and if the latter course has nevertheless to be accepted by force of circumstances, the agent eventually appointed to cover the country should be encouraged to take an active interest in the Grand Duchy.

In short, Luxembourg is a small but valuable customer. There is room for a significant increase in British exports, provided the quality is good and the price is right, and assuming that the market is tackled in the right way and not considered simply as an appendage to sales efforts in e.g. Belgium or the Netherlands. A more direct and energetic interest in the market, either through the appointment of a main local agent, by direct import, or, if neither of these is possible, by stimulating the efforts of an agent located elsewhere in Europe, could well pay useful dividends.

Advertising in West Germany

THE TABLE below relates to the previous article in this series 'Advertising in West Germany', published October 22, and although for technical reasons it could not be published with the article, it is now published as of possible interest to readers.

The first table shows the growth of press, radio and television as media from 1964 to 1965. The figures relate to the second quarter of each year.

The second is an analysis of readership of publications according to the professional class.

Copies sold per issue, in millions

	No. of titles	2nd qtr. 1964	2nd qtr. 1965	Growth absolute	Growth %
Daily papers	491	19·06	20·27	1·21	6·3
Weekly papers	52	1·13	1·20	·07	6·2
Magazines:					
Illustrated Radio and TV magazines	63	23·66	25·06	1·4	5·9
Women's and Fashion Magazines	23	6·52	6·91	·39	6·0
Cultural and Political Magazines	95	10·27	10·61	·34	3·3
Sport and Leisure Magazines	48	1·249	1·252	·003	0·2

Audience, in millions

	mid-1964	mid-1965	Growth absolute	Growth %
Radio	17·31	17·69	·39	2·2
TV	9·34	10·75	1·42	15·2

Readership of publications according to professional class

Type of publication	No.	Total circulation in millions	Total readership in millions	Women millions	Of which working %	Men millions	of which % Self-employed	Salaried and officials employees	Wage-earning workers	Farmers
Illustrated	7	7·3	21·55	10·96	41	10·59	14	34	46	4
Radio and TV publications	5	6·8	20·59	10·65	39	9·94	14	33	49	3
Women's and Fashion publications	11	6·6	16·54	10·99	43	5·55	16	36	43	3
Weekly and monthly papers	9	5·5	16·88	7·70	40	9·18	15	37	43	4
Weekend papers	7	3·5	8·26	4·68	39	3·58	11	25	58	4
Other periodicals	6	2·4	9·91	4·36	46	5·54	16	37	44	3

TRADE AND FINANCIAL ARRANGEMENTS

Italy and Denmark

THE ITALIAN Minister of Foreign Trade announces that the Italo-Danish Trade Agreement which was due to expire on July 14, 1965, has been tacitly extended for another year until July 14, 1966.

As a result of measures of liberalization taken by the Danish Government, the only Italian goods still subject to import licensing and quota restrictions in Denmark are the following:

	Quota
Cut flowers and ornamental plants	p.m.
Table, sparkling and dessert wines: vermouth, marsala and liqueurs	8 million Danish crowns
Other goods	7·5 million Danish crowns

Austria and Yugoslavia

AN AUSTRO-YUGOSLAV Mixed Trade Commission met in Vienna from June 24-July 2 to fix mutual trade quota lists for the 12-month period July 1, 1965, to June 30, 1966. The Protocol is subject to ratification by the Yugoslav Government.

Austria has retained quotas on imports of certain agricultural produce, building materials, glass containers and brooms. In return a special agreement governing Yugoslav imports of Austrian textiles was approved.

The text of this Protocol and the quota lists attached may be seen at Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 458).

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

AUSTRALIA

(210/65) Valves for Co-ordinator General's Department, Brisbane. November 29. E.S.B. 37601/65.*

Hydro-Electric Commission:

(209/65) Metering Units. November 22. E.S.B. 37473/65.*

(209/65) Cables. November 22. E.S.B. 37607/65.*

Department of Supply, Melbourne:

(210/65) Press Brake. November 11. E.S.B. 37441/65.*

(210/65) Ferro-Cement Lighters. November 23. E.S.B. 37443/65.*

Postmaster-General's Department:

(208/65) Telephone Instruments. (Further Information.) E.S.B. 32058/65.*

(210/65) Radio Equipment. (Further Information.) E.S.B. 32289/65.*

(206/65) Lathe for Queensland Railways. November 16. E.S.B. 36892/65.

(209/65) Cranes for South Australian Harbours Board. February 27, 1966. E.S.B. 37655/65.

Western Australian Government Tender Board:

(208/65) Turbo-Alternators. December 16. E.S.B. 37446/65.

(208/65) Steam Generating Plant. January 6, 1966. E.S.B. 37444/65.

(208/65) Rolling Stock. December 9. E.S.B. 37445/65.

BRAZIL

Usinas Eletricas do Paranapanema S.A.:

(206/65) Cranes. (Pre-qualification Information.) November 10. E.S.B. 37145/65.

(206/65) Power Line Materials. (Pre-qualification Information.) November 10. E.S.B. 37146/65.

BURMA

People's Stores Corporation:

(206/65) Dry Cell Battery. November 19. E.S.B. 36932/65.*

(207/65) Vehicle Spare Parts. November 22. E.S.B. 37412/65.*

207/65) Porcelain Plates. December 2. E.S.B. 37426/65.*

(207/65) Porcelain Bowls. December 4. E.S.B. 37432/65.*

(207/65) Workshop Tools and Equipment. November 15. E.S.B. 37431/65.*

(207/65) Feeding Bottles. November 25. E.S.B. 37413/65.*

(207/65) Lanterns. November 27. E.S.B. 37414/65.*

(207/65) Naphthalene Balls. November 30. E.S.B. 37415/65.*

(207/65) Cleaning Powder. December 6. E.S.B. 37416/65.*

(207/65) Scouring Powders. November 30. E.S.B. 37418/65.*

(207/65) Plastic Sheeting. December 10. E.S.B. 37419/65.*

(207/65) Porcelain Spoons. November 15. E.S.B. 36952/65.*

(207/65) Locomotive Wheels and Tyres. December 8. E.S.B. 37411/65.*

(210/65) Grey Cotton Yarn for Ministry of Supply and Co-operative. November 15. E.S.B. 38117/65.*

CEYLON

Ministry of Finance:

(210/65) Metal Manufactures. January 11, 1966. B.S.B. 37683/65.

(210/65) Barbed Wire and Staples. November 23. E.S.B. 37691/65.

(210/65) Typewriters. November 12. E.S.B. 37692/65.

(211/65) Channel Cutting Machine for Ministry of Land, Irrigation and Power. January 11, 1966. E.S.B. 37682/65.*

River Valleys Development Board:

(210/65) Tippers. November 29. E.S.B. 37671/65.

(210/65) Clay Loader. December 2. E.S.B. 37672/65.

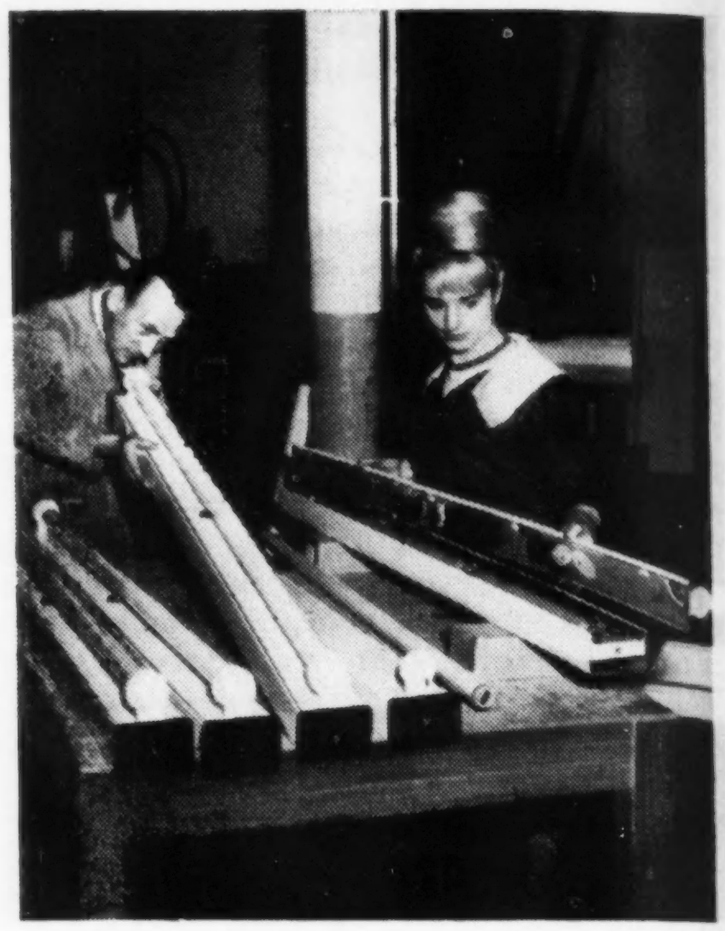
(206/65) Electrical Equipment for State Engineering Corporation. (Further Information.) Tender documents now available. E.S.B. 36677/65.*

COLOMBIA

(209/65) Hydroelectric Plant Equipment for Central Hidroelectrica de Caldas S.A. (Advance Information.) Closing date not known. E.S.B. 37638/65.

(210/65) Transformers for Empresa de Energia Electrica. December 16. E.S.B. 37668/65.

(209/65) Power Line Installation for Instituto de Aprovechamiento de Aguas y Fomento Electrico. January 20, 1966. E.S.B. 37603/65.



Inspecting an initial batch of Moorlite H.S. lighting units at the E. J. Schofield & Co. Ltd., factory in Ashton-under-Lyne for supply to a chemical works in Kuwait. To obtain maximum resistance to corrosion, Stelvetite p.v.c.-coated sheet steel is used for the spline and reflector plates of these units.

COSTA RICA

(211/65) Calculating Machines for La Proveeduria National, Economia y Hacienda. December 3. Tender documents (in Spanish) available. E.S.B. 37644/65.*

UNITED ARAB REPUBLIC (EGYPT)

Egyptian Railways:

(210/65) Mica Sheets. November 17. E.S.B. 37813/65

(210/65) Steel. November 16. E.S.B. 37812/65.

(210/65) Crucibles and Stands. November 15. E.S.B. 37811/65.

(211/65) Tyre Wheel Dies. November 25. E.S.B. 37814/65.

(211/65) Signal Equipment. December 6. E.S.B. 37815/65.

(211/65) Steel Slat Conveyor. December 20. E.S.B. 37816/65.

ETHIOPIA

(208/65) Telecommunication Equipment for Imperial Board of Telecommunications. (Further Information.) Tender documents now available. E.S.B. 36632/65.*

FORMOSA

Central Trust of China:

(210/65) Pressure Gauges. November 15. E.S.B. 37674/65.*

(210/65) Generator Set. November 15. E.S.B. 37675/65.*

(210/65) Conveyor Belt Carriers. November 16. E.S.B. 37690/65.*

(211/65) Chemicals and Reagents. November 16. E.S.B. 37676/65.*

(211/65) Mist Eliminator. November 16. E.S.B. 37677/65.*

No. 1 of a series

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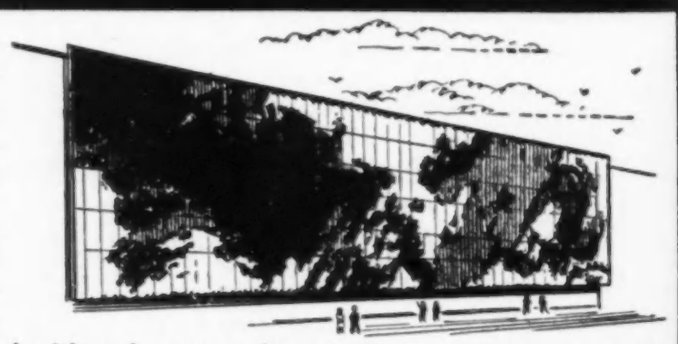

The world's largest mural, 200 ft. x 50 ft., painted by Stefan Knapp on glass fused to steel, weighing 52 tons and consisting of 280 panels each 8 ft. x 4 ft., had to be packed in England and delivered to a department store in Paramus, New Jersey, U.S.A. It was housed in specially reinforced and padded cases, shipped by ss *Maronia* and delivered to the store by road. It took a crew of six men about one month to hang the mural on the exterior wall of the store, as compared with only seven days to pack and transport it. An individual operation certainly, but the same meticulous care is given to all the recurrent exports which are handled by the Export Packing Division of Lloyd's Packing Warehouses Group of Companies.

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(211/65) Transmission Line Tools. November 15. E.S.B. 37678/65.*
(211/65) Ammonia Cylinders. November 16. E.S.B. 37679/65.*
(211/65) Beer Filtration Material. November 19. E.S.B. 37680/65.*
(211/65) Pressure Gauges and Switches. November 16. E.S.B. 37684/65.*
(211/65) Cigarette Tipping Paper. November 16. E.S.B. 37681/65.*
(211/65) Machine Tools. November 16. E.S.B. 37687/65.*

GREECE

(208/65) Equipment for Food Processing Plant for Agricultural Bank of Greece. (Further Information.) Closing date extended to November 15. E.S.B. 25983/65.*
Institute of Social Insurance:
(208/65) Dental Equipment. November 18. E.S.B. 37449/65.*
(208/65) Chemicals; Pharmaceuticals. November 18. E.S.B. 37457/65.*
(210/65) NATO Infrastructure Contract. Provision of internal communications in Military Installations for the Greek Authorities. Apply by November 10. G.D. 1693/65.

A Honeywell 200 computer has become operational at the Kreissparkasse regional savings bank at Ludwigsburg (near Stuttgart), Germany. Built at the Newhouse (Lanarkshire) plant of Honeywell Controls Ltd., the computer is expected to save the bank DM 10,000 per annum more than the EDP system it replaces. Computer configuration comprises central processor with 20,480 character memory store, four magnetic tape units, card punch, card reader, and high-speed printer.

HONDURAS

(211/65) Telephone Exchange for Ministry of Communications and Public Works. (Further Information.) January 10, 1966. E.S.B. 22972/65.

HONG KONG

(206/65) Switchboards for Hong Kong Government Stores Department. November 19. E.S.B. 36903/65.*

INDIA

Andhra Pradesh State Electricity Board:
(209/65) Transformers. December 20. E.S.B. 37471/65.
(209/65) Electrical Equipment. December 21. E.S.B. 37472/65.
(209/65) Condensers. December 22. E.S.B. 37474/65.
(210/65) Switchgear. December 29. E.S.B. 37661/65.
(210/65) Drill Steel Rods. November 3. E.S.B. 37653/65.
Atomic Energy Establishment, Trombay:
(208/65) Indium Pellets. (Further Information.) Tender documents now available. E.S.B. 36969/65.*
(210/65) Hydraulic Jacks. November 29. E.S.B. 37650/65.
(210/65) Tube Coating Machine. November 18. E.S.B. 37649/65.
Beas Purchase Organization:
(206/65) Safety Lighting Panel. December 20. E.S.B. 37107/65.*
(207/65) Machine Tools. December 6. E.S.B. 37102/65.*
Department of Supplies and Disposals:
(206/8/65) Ebonite Sheet. November 23. E.S.B. 37108/65.*
(206/65) Solder Wire. December 2. E.S.B. 37133/65.
(208/65) Printing, Stitching Machines, etc. (Further Information.) E.S.B. 36038/65.*
(210/65) Flow Detector. November 20. E.S.B. 37656/65.*
Gujarat Electricity Board:
(210/65) Transformer. November 19. E.S.B. 37658/65.
(210/65) Switchboard. November 12. E.S.B. 37659/65.
(206/65) Machine Tools; Vacuum Cleaners for Hindustan Aeronautics Ltd. December 14. E.S.B. 37132/65.
(210/65) Crawler Tractors for Hydel U.B.D.C. Pathankot. November 10. E.S.B. 37660/65.*
Indian Telephone Industries Ltd.:
(208/65) Phenol Fibre Sheet. (Further Information.) Tender documents now available. E.S.B. 31312/65.*
(210/65) Telephone Magnets for Indian Telephone Industries Ltd. December 27. E.S.B. 37662/65.
Mysore State Electricity Board:
(210/65) Electrical Instruments. (Further Information.) Tender documents now available. E.S.B. 35413/65.*
(210/65) Electrical Testing Equipment. (Further Information.) Tender documents now available. E.S.B. 35414/65.*

IRAN

Iranian State Railways:
(208/65) Miscellaneous Machinery. (Further Information.) Tender documents now available. E.S.B. 37134/65.*
(208/65) Railway Equipment. January 5, 1966. E.S.B. 37460/65.*
(208/65) Cable for Iran Telephone Company. November 23. E.S.B. 37461/65.*

IRAQ

African Iraqi Trading Co.:
(209/65) X-ray and Dark Room Accessories. November 20. E.S.B. 37491/65.*
(209/65) X-ray Equipment. November 20. E.S.B. 37490/65.*
(209/65) Chemicals for General Drugs and Chemicals Imports Distribution Co. November 18. E.S.B. 37489/65.*
Iraqi Ports Administration:
(208/65) Steel Cylinders. November 25. E.S.B. 37478/65.
(208/65) Lighting Fittings. November 25. E.S.B. 37479/65.
Ministry of Defence:
(210/65) Webbing Equipment. (Further Information.) Closing date postponed to December 28. E.S.B. 11472/65.*
(210/65) Radio Spare Parts. (Further Information.) Closing date postponed to December 11. E.S.B. 22643/65.*
Ministry of Finance:
(208/65) Recording Machine. January 9. E.S.B. 37475/65.
(208/65) Medical Equipment. November 28. E.S.B. 37476/65.
(208/65) Radio Equipment. December 26. E.S.B. 37477/65.
(208/65) Copper Conductors. November 16. E.S.B. 37481/65.
(208/65) Refrigeration Plant for Ministry of Industry. (Further Information.) Closing date postponed to November 16. E.S.B. 26917/65.*
(209/65) Water Supply Scheme for Ministry of Municipal and Rural Affairs. (Further Information.) Tender documents now available. E.S.B. 36069/65.*
Ministry of Oil:
(209/65) Hand Tools. November 21. E.S.B. 37493/65.*
(209/65) Paint and Painting Materials. November 24. E.S.B. 37494/65.*
(209/65) Screws for National Electricity Administration. (Further Information.) Tender documents now available. E.S.B. 36620/65.

IRISH REPUBLIC

(206/65) Fluoridation Equipment for Carlow County Council. November 22. E.S.B. 37101/65.

JAPAN

(209/65) Crane for Electric Power Development Company Ltd. November 30. E.S.B. 37498/65.

KENYA

(208/65) Rails; Manganese for East African Railways and Harbours. Apply for tender documents by November 15. E.S.B. 37448/65.

KOREA

(210/65) Railway Signalling Equipment for Office of Supply. November 16. E.S.B. 37663/65.*

KUWAIT

Central Tenders Committee:
(206/65) Transformers. November 14. E.S.B. 37130/65.*
(206/65) Overhead Line Equipment. November 14. E.S.B. 37131/65.*

LIBYA

(210/65) Airport Lighting Equipment for Civil Aviation Department, Tripoli. December 6. E.S.B. 37618/65.
(210/65) Surgical Instruments for Ministry of Health. November 17. E.S.B. 37615/65.
Public Works Department, Tripoli:
(210/65) Electric Networks. December 6 E.S.B. 37622/65.
(211/65) Construction of Schools. November 15. E.S.B. 37631/65.

MALAYSIA

(206/65) Survey to establish route for a Microwave Scheme for Posts and Telecommunications Department. November 26. E.S.B. 37114/65.

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MOZAMBIQUE

Ports, Railways and Transport Department:
(206/65) Steel Wire Rope. November 23. E.S.B. 36997/65.
(206/65) Spares for Cold Storage Plant. December 3. E.S.B. 37117/65.

NEW ZEALAND

(208/65) Cable for Auckland Electric Power Board. December 17. E.S.B. 37456/65.
Electricity Department, Wellington:
(207/65) Steel Towers. December 7. E.S.B. 37433/65.*
(207/65) Transformers. January 25, 1966. E.S.B. 37434/65.*
General Post Office:
(209/65) Pencils. November 19. E.S.B. 37633/65.*
(209/65) Wire. November 19. E.S.B. 37634/65.*
(206/65) Pumping Sets for Invercargill City Council. December 3. Tender documents now available. E.S.B. 36987/65.*
Ministry of Works:
(207/65) Construction of Tunnels. December 21. E.S.B. 37406/65.
(210/65) Tunnels for Power Development. (Further Information.) Closing date postponed to December 21. E.S.B. 35782/65.*
New Zealand Government Railways:
(210/65) Railway Wagons. January 14, 1966. E.S.B. 37604/65.
(210/65) Diesel Locomotives. January 21, 1966 E.S.B. 37605/65.

PAKISTAN

Director of Supply, Dacca:
(207/65) Hydraulic Laboratory Equipment. December 1. E.S.B. 37409/65.*
(207/65) Laboratory Equipment. November 22. E.S.B. 37408/65.*
(210/65) Railway Track Components for East Pakistan Railway Board. November 24. E.S.B. 37485/65.*
Pakistan Western Railway:
(206/65) Copper Manufactures. November 15. E.S.B. 37187/65.
(206/65) Brass Manufactures. November 10 E.S.B. 37183/65.
(206/65) Nickel Manufactures. November 11 E.S.B. 37184/65.
(206/65) Fire Extinguisher and Refills. November 13. E.S.B. 37185/65.
(206/65) Switchboards. November 13. E.S.B. 37186/65

REPUBLIC OF PHILIPPINES

(206/65) Miscellaneous Materials for National Waterworks and Sewerage Authority. November 30. E.S.B. 37129/65.*

RHODESIA

(208/65) Valves for City Engineers Department. December 1. E.S.B. 37464/65.*
(211/65) Water Distribution Equipment for City of Salisbury. Closing date amended to December 7. E.S.B. 36295/65.*
(208/65) Hydraulic Platform for City of Salisbury Electricity Department. November 23. E.S.B. 37465/65.*
(208/65) Bridge Construction for Ministry of Roads and Road Traffic. November 18. E.S.B. 36996/65.*
(206/65) Power Line Carrier Equipment for Rhodesia Electricity Supply Commission. November 11. E.S.B. 36995/65.
Rhodesia Government Tender Board:
(206/65) Cotton Sheeting. November 11. E.S.B. 37137/65.*
(206/65) Valves and Fittings. November 18. E.S.B. 37140/65.*
(206/65) Telephone Cable. November 18. E.S.B. 37138/65.*
(211/65) Pickaxes. November 18. E.S.B. 37801/65.*

SAUDI ARABIA

(208/65) Threshing Machines for Ministry of Agriculture. November 29. E.S.B. 37466/65.
Riyadh University:
(208/65) Technical Apparatus; Chemicals. January 8, 1966. E.S.B. 37467/65.
(208/65) Technical Apparatus; Chemicals. December 28. E.S.B. 37468/65.

SINGAPORE

(210/65) Elevators for Housing and Development Board. November 12. E.S.B. 37636/65.*
(210/65) Sluice Valves for Public Utilities Board. November 30. E.S.B. 37606/65.*
Singapore Polytechnic:
(207/65) Laboratory Equipment. November 17. E.S.B. 37193/65.
(210/65) Balancing Machine; Metrology Tools. (Further Information.) Tender documents now available. E.S.B. 37189/65.*
(207/65) Wave Generators. November 17. E.S.B. 37190/65.
(207/65) Radio Transmitter. November 17. E.S.B. 37195/65.
(207/65) Laboratory Equipment. November 17. E.S.B. 37191/65.
(207/65) Laboratory Equipment. November 17. E.S.B. 37192/65.
(209/65) Wave Generators. (Further Information.) Tender documents now available. E.S.B. 37190/65.*
(209/65) Radio Transmitter. (Further Information.) Tender documents now available. E.S.B. 37195/65.*

SOUTH AFRICA

State Tender Board:
(211/65) Laboratory Testing Equipment. November 11. E.S.B. 37823/65.*
(211/65) Machine Tool. November 11. E.S.B. 37822/65.*
(211/65) Boiler Plates and Fire Bars. November 16. E.S.B. 37826/65.*
(211/65) P.V.C. Water Stop. November 11. E.S.B. 37809/65.*

SPAIN

(209/65) Constructional Project for Ministerio del Aire. November 16. E.S.B. 37500/65.

SUDAN

(208/65) Lighting Equipment for Sudan Railways. November 16. E.S.B. 37437/65.

SYRIA

(206/65) Locomotives for La Direction Generale des Chemins de Fer Syriens. (Further Information.) Closing date postponed to November 14. E.S.B. 32429/65.*

TANZANIA

(207/65) Insecticides for Dar-es-Salaam City Council. Closing date not known. Tender notice available. E.S.B. 37410/65.*

(209/65) Air Conditioners for Central Tender Board. November 12. E.S.B. 37602/65.

THAILAND

(207/65) Switchgear for Metropolitan Electricity Authority. November 17. E.S.B. 37401/65.*

TURKEY

(207/65) Permanent Way Equipment for State Railways Administration. November 12. E.S.B. 37142/65.*

UGANDA

(209/65) Computer for Central Tender Board. November 20. E.S.B. 37647/65.

URUGUAY

(206/65) Medical Instruments for Ministry of Public Health. November 16. E.S.B. 37113/65.
(206/65) Copper Wire for Administracion Municipal de Transportes Colectivos de Montevideo. November 16. E.S.B. 37112/65.

VIETNAM

(209/65) Record Player and Tape Recorder Spare Parts for Central Purchasing Authority. November 10. E.S.B. 37497/65.*

ZAMBIA

(206/65) Injections for Central Supply and Tender Board. November 12. E.S.B. 37111/65.*

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Australia
(208/65) Agency inquiry for cranes. E.S.B. 37094/65.
(208/65) Agency inquiry for marine technical equipment. E.S.B. 36770/65.
(209/65) Agency inquiry for earth-moving equipment; foundry machinery; railway equipment. E.S.B. 37590/65.
(209/65) Agency inquiry for domestic electrical equipment. E.S.B. 37286/65.
(211/65) Agency inquiry for scissors; shaving brushes. E.S.B. 14241/65.
(206/65) Collaboration – chemicals and plastics raw materials. E.S.B. 30449/65.
(209/65) Manufacture under licence – automotive parts and accessories; garden hardware. E.S.B. 37339/65.
(210/65) Inquiry for medical equipment. E.S.B. 2990/65.

Bahrain
(206/65) Agency inquiry for packing equipment. E.S.B. 37078/65.
(210/65) Agency inquiry for paints and varnishes. E.S.B. 36189/65.

Barbados
(207/65) Agency inquiry for gas cookers; water heaters. E.S.B. 35368/65.
(210/65) Inquiry for glass bottles. E.S.B. 37530/65.

Bulgaria
(209/65) Inquiry for cargo lorries; road tankers; refrigerated vans. E.S.B. 37576/65.

Canada
(209/65) Agency inquiry for china; furniture covers; glassware. E.S.B. 37599/65.
(210/65) Agency inquiry for chocolate bars. E.S.B. 28582/65.
(206/65) Inquiry for embroidered badges and cap peaks. E.S.B. 36599/65.
(210/65) Inquiry for bale sealer. E.S.B. 37400/65.

Costa Rica
(209/65) Agency inquiry for chinaware; metalware; ceramic ornamentation. E.S.B. 37580/65.
(209/65) Agency inquiry for protective headwear. E.S.B. 37742/65.

Denmark
(210/65) Agency inquiry for lighting equipment. E.S.B. 37719/65.
(206/65) Inquiry for floor covering. E.S.B. 35854/65.
(208/65) Inquiry for rubber balls. E.S.B. 37390/65.

Ethiopia
(208/65) Agency inquiry for construction equipment. E.S.B. 37532/65.

Finland
(207/65) Agency inquiry for blankets; knitwear; marquisettes; towels. E.S.B. 37070/65.
(209/65) Agency inquiry for clothing; piece-goods; textile yarns. E.S.B. 37239/65.
(209/65) Agency inquiry for cotton materials. E.S.B. 37396/65.
(211/65) Agency inquiry for cap peaks; sweat bands for hats. E.S.B. 37909/65.
(210/65) Inquiry for tinned turtle and turtle soup. E.S.B. 37752/65.

France
(206/65) Agency inquiry for cooking stoves. E.S.B. 36518/65.
(207/65) Agency inquiry for control and automation equipment pneumatic and electronics factory equipment. E.S.B. 37256/65.
(210/65) Agency inquiry for industrial machinery; printing presses. E.S.B. 37781/65.
(207/65) Inquiry for jewellery; pewterware; table linen; toys; travelware. E.S.B. 37246/65.

Germany (Federal Republic)
(206/65) Agency inquiry for accessories and components for the electrical industry. E.S.B. 28841/65.
(207/65) Agency inquiry for advertising materials; office machinery and accessories; packaging materials; toys. E.S.B. 37322/65.
(207/65) Agency inquiry for compressors; hydraulic equipment; motor accessories; tools; welding equipment. E.S.B. 37354/65.
(208/65) Agency inquiry for whisky. E.S.B. 37338/65.
(210/65) Agency inquiry for acoustic tiles. E.S.B. 37570/65.
(210/65) Agency inquiry for reproduction furniture. E.S.B. 37946/65.
(206/65) Inquiry for tyres. E.S.B. 36474/65.
(209/65) Inquiry for cutlery; nail files; servers. E.S.B. 37729/65.
(209/65) Inquiry for wire nails. E.S.B. 37727/65.
(209/65) Inquiry for barbecue grills. E.S.B. 37728/65.
(210/65) Inquiry for electric motors. E.S.B. 37374/65.
(210/65) Import opportunities. C.R.E. 66/65.
(211/65) Inquiry for reproduction furniture. E.S.B. 37930/65.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

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Greece
(209/65) Agency inquiry for textiles. E.S.B. 37345/65.

Honduras
(210/65) Agency inquiry for billiard accessories E.S.B. 37749/65.

Iran
(208/65) Agency inquiry for cardboard; paper. E.S.B. 37320/65.
(208/65) Agency inquiry for machinery for making razor blades. E.S.B. 37386/65.
(209/65) Inquiry for knitting yarns metal trays; metal working machinery. E.S.B. 37524/65.

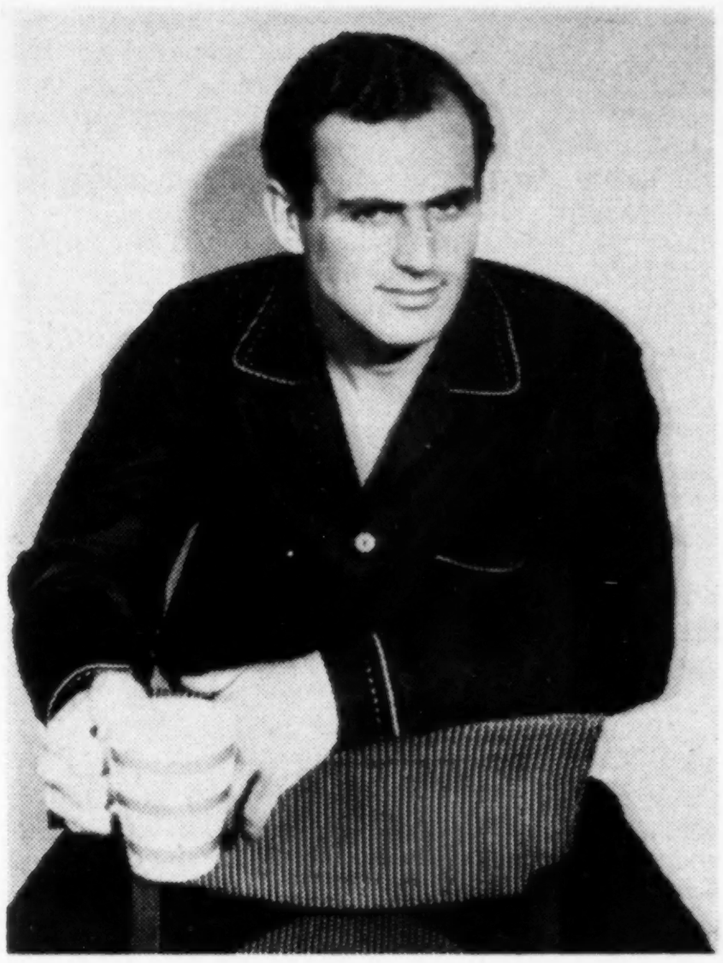
Iraq
(209/65) Inquiry for cranes; road construction machinery. E.S.B. 37521/65.
(209/65) Inquiry for fire extinguishers. E.S.B. 37391/65.

Israel
(209/65) Agency inquiry for electric motors; garage and service station equipment. E.S.B. 37564/65.
(209/65) Agency inquiry for diesel engine parts; machine tools. E.S.B. 37558/65.
(210/65) Agency inquiry for electric hoists; machine tools; metal working machinery. E.S.B. 37798/65.
(211/65) Agency inquiry for domestic electrical appliances; tools. E.S.B. 38015/65.
(210/65) Inquiry for materials for making leather coats; suede clothing. E.S.B. 37797/65.
(211/65) Inquiry for coiled bi-metal; glass tubes; temperature and pressure recorders. E.S.B. 38001/65.

HOW OVERSEAS PRESS CORRESPONDENTS CAN HELP EXPORTERS

COPIES *of the Board of Trade booklet "Overseas Press Correspondents in London: How they and Industry can help each other" are available free of charge from Board of Trade, Information Division, Room 527, 1 Victoria Street, London, S.W.1—or telephone Abbey 7877, Ext. 2636.*

The booklet explains how trade associations and individual firms, if assisted by the right material and facilities, can gain valuable publicity by disseminating information which is both of interest to their audience and of value to British exporters. Many suggestions are made on how to set about it, and there is a full list of the names and addresses of overseas press representatives in and around London.



With one single order, Bonsoir Ltd., of London, the men's shirt and pyjama makers, claim that they are to supply Iceland with more pyjamas than the whole of Britain has supplied during the past 18 months. In fact, they will also become the first firm to export pyjamas to Iceland this year. Deputy managing director, Mr. Derek Rose, said: 'We have achieved this substantial order for pyjamas despite the 100 per cent duty which will more than double their retail price in this country.' The order, for the capital city of Reykjavik, is made up of three styles of pyjamas, the most popular being 'Drake', a nautical look which comes in navy, bottle or wine and has white saddle stitching on the collar, cuffs and pocket.

Italy
(207/65) Agency inquiry for fish; meat; offal. E.S.B. 36789/65.
(209/65) Agency inquiry for chemicals; electronic equipment. E.S.B. 37579/65.
(209/65) Agency inquiry for leather. E.S.B. 37288/65.
(210/65) Agency inquiry for ceramic gift articles. E.S.B. 37774/65.
(210/65) Inquiry for plastic sheets. E.S.B. 37598/65.
(210/65) Changes in Taxation on raw wool and yarns. C.R.E. 10294/G.

Jamaica
(210/65) Agency inquiry for pole line hardware. E.S.B. 37903/65.

Jordan
(207/65) Manufacture under licence – glues; shampoos; shoe polish. E.S.B. 37202/65.

Lebanon
(209/65) Agency inquiry for fibres and yarns. E.S.B. 37377/65.
(206/65) Approved lists of suppliers. E.S.B. 36866/65.
(208/65) Inquiry for dairy equipment. E.S.B. 37326/65.

Liberia
(208/65) Agency inquiry for foods; tobacco. E.S.B. 35668/65.
(209/65) Inquiry for furniture; furnishing accessories. E.S.B. 37535/65.

Malaysia
(210/65) Agency inquiry for electric motors. E.S.B. 37287/65.
(211/65) Inquiry for spades. E.S.B. 36763/65.

Morocco/Benelux
(207/65) Trade Agreement. C.R.E. 8297/G.

Morocco/Hungary
(207/65) Trade Agreement. C.R.E. 8300/G.

Morocco/India
(209/65) Trade Agreement. C.R.E. 3176/G.

Nigeria
(209/65) Inquiry for office machines and furniture. E.S.B. 37567/65.

Philippines, Republic of the
(210/65) Inquiry in respect of hot dip galvanising machinery. E.S.B. 37796/65.

South Africa
(210/65) Agency inquiry for flame guns. E.S.B. 38002/65.
(211/65) Inquiry for handkerchiefs; household linens; knitwear. E.S.B. 35894/65.

South Vietnam
(208/65) Agency inquiry for confectionery and biscuits. E.S.B. 32959/65.

Spain
(210/65) Inquiry for woodworking machinery. E.S.B. 33850/65.
(211/65) Manufacture under licence – air conditioners. E.S.B. 37925/65.

Sweden
(206/65) Agency inquiry for socks. E.S.B. 37213/65.
(208/65) Agency inquiry for garden furniture; outdoor grills. E.S.B. 37359/65.
(208/65) Agency inquiry for steel pipe flanges. E.S.B. 37311/65.
(211/65) Market report on women's, girls' and infants outerwear. E.S.B. 28660/65.
(207/65) Agency inquiry for conveying equipment. E.S.B. 37230/65.
(210/65) Agency inquiry for office furniture and equipment. E.S.B. 37600/65.
(211/65) Agency inquiry for surgical instruments. E.S.B. 35033/65.

Tanzania
(209/65) Inquiry for detergent manufacturing equipment. E.S.B. 37305/65.

Trucial States
(210/65) Inquiry for canned foodstuffs. E.S.B. 36412/65.

Tunisia
(207/65) Inquiry for dry cell batteries. E.S.B. 35086/65.

Uganda
(208/65) Inquiry for cranes; luminous paint. E.S.B. 36736/65.
(210/65) Inquiry for chemicals; kaolin. E.S.B. 37755/65.

United Arab Republic (Egypt)
(207/65) Inquiry for electrical materials and equipment. E.S.B. 37265/65.
(208/65) Inquiry for poultry processing plant. E.S.B. 37275/65.

United States of America
(206/65) Agency inquiry for wire mesh. E.S.B. 37007/65.
(206/65) Inquiry for gantry crane; spillway gates. E.S.B. 37021/65.
(208/65) Inquiry for galvanized earthing rods. E.S.B. 37272/65.
(209/65) Inquiry for clock parts. E.S.B. 37209/65.
(209/65) Inquiry for gift items; toys. E.S.B. 36177/65.
(211/65) Inquiry for industrial fasteners. E.S.B. 38004/65.

Uruguay
(206/65) Inquiry for machinery and machine tools; machinery for manufacturing car bodies; metals. E.S.B. 36877/65.

Zambia
(211/65) Agency inquiry for swimwear; tropical suitings. E.S.B. 37981/65.

AIR-INDIA
A BOEING A DAY TO THE U.S.A.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of August 27. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page 925 of October 15 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Agricultural machinery for Australia and Japan

Mr. Gordon Felber, joint managing director of the Silver-Felber Group of companies, London, expects to spend about three days in Tokyo during the first week in November, followed by a stay of approximately three weeks in Australia. The purpose of his trip is to set up a distribution service for the Group's wide range of agricultural machinery.

Before flying to Tokyo, Mr. Felber will have spent 12 days in the United States visiting companies interested in purchasing the Spiraflite flight-forming machine, manufactured by Spiraflite Ltd., one of the companies in the Silver-Felber Group.

Round world export sales trip

Mr. S. B. Dinn, chairman and managing director of Power Components Limited, exporters of diesel equipment, marine propulsion units and allied engineering products, is on a sales trip round the world.

Power Components and their subsidiaries claim to have stepped up their export drive to almost 90 per cent of their annual turnover.

Commenting on trade in general Mr. Dinn said that apart from perpetual visits to numerous countries world wide, much tribute is due to the Board of Trade whose tremendous help in assisting Mr. Dinn with introductions to principals in far flung territories, has resulted in substantial increase of sales.

Tableware executives' export tours

Allied English Potteries announce that directors and senior executives of member companies are visiting many important tableware markets throughout the world.

Mr. R. S. Weightman, managing director of Ridgway Potteries and a member of the Export Council for Europe was in Milan during the recent British Week.

The North American market is receiving particular attention with visits from Mr. R. D. Bloore, sales director of Ridgway Potteries, Mr. P. K. T. Wild, export sales manager for Royal Albert bone china, and Mr. G. D. Wild, a director of Paragon china. Mr. J. G. Cliff, general sales manager of Royal Crown Derby, is concentrating on the United States.

Mr. C. E. Lane, general manager of Royal Adderley Floral and a director of Ridgway Potteries, is making his first visit to Australia where a new AEP selling organization has been formed.

Chairman's world tour

Mr. A. J. Nicholas, CBE, chairman of Aberdare Holdings Limited, left London Airport on October 19 on the first stage of a four-weeks' world tour of some of the eighty-odd countries in which his organization has important electrical installations. His first call was at Hong Kong, where South Wales Switchgear Limited, a member of the Group, has supplied some millions of pounds worth of heavy electrical equipment. Mr. Nicholas will subsequently visit Australia and New Zealand before flying to Los Angeles, where the Group were awarded a $600,000 dollar contract for the supply of oil circuit breakers in the face of great competition. Mr. Nicholas will spend a fortnight in the United States and Canada before returning to London on November 16.

Export drive in North America

Mr. A. A. Hutchison, group sales and marketing director of Raleigh Industries Limited, left London Airport on October 17 on a 10-day export drive in Canada and the United States.

This is his second visit to North America within three months (the first was concerned with promoting the revolutionary small wheel RSW 16 and the folding Compact bicycles through the newly-formed Raleigh sales and distribution network) and he is confident that there is an enormous export potential for the full range of Raleigh goods in these countries.

Glasgow Chamber of Commerce mission to Spain

Thirteen members of the Glasgow Chamber of Commerce left on October 17 for a weeks' visit to Spain to promote sales of various consumer and capital goods.

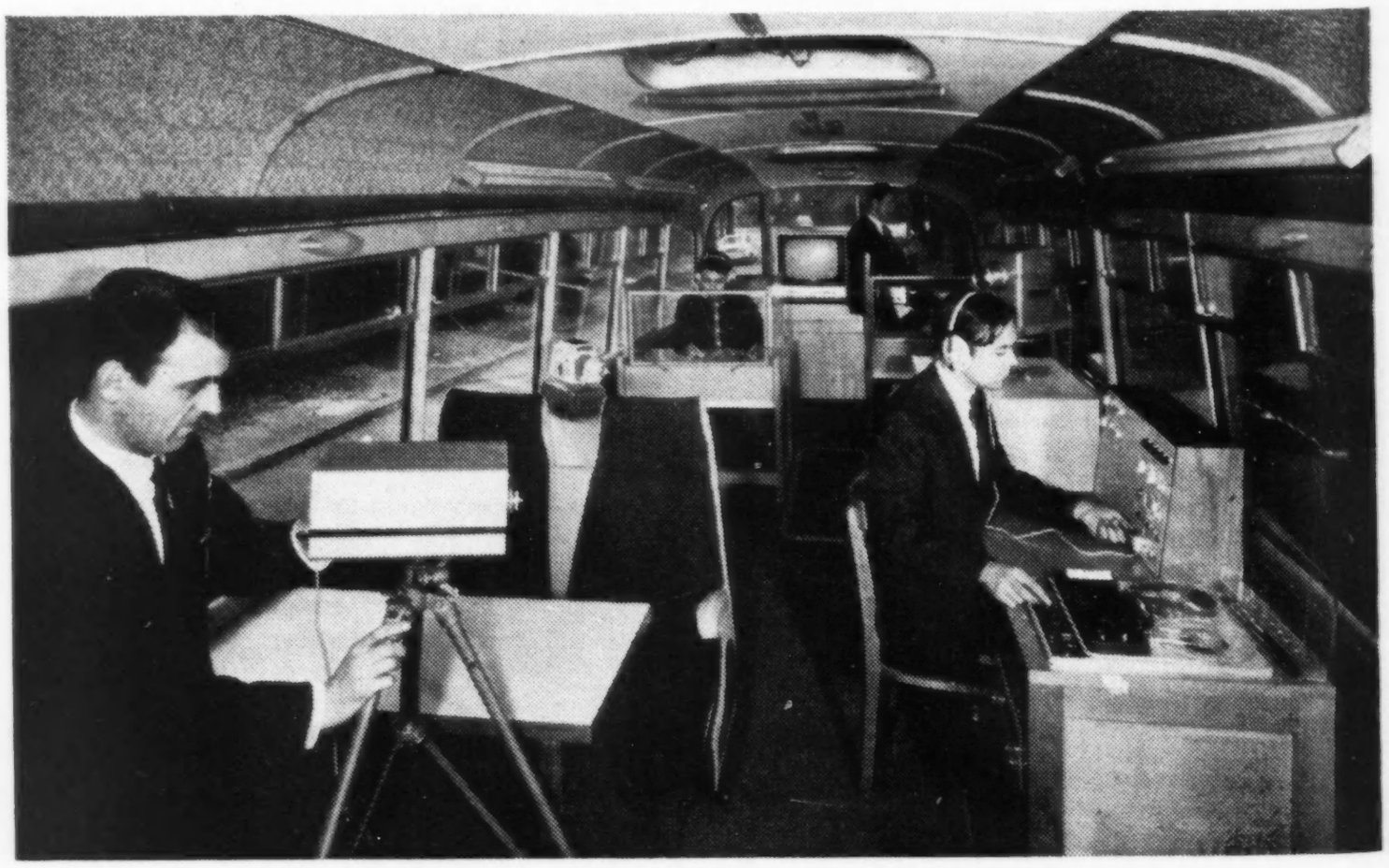
The Mission, which is led by Mr. Peter Brown, the President of the Glasgow Chamber and chairman and managing director of L. Sterne & Co., refrigeration engineers, will visit Madrid, Barcelona, Bilbao and Valencia. The remaining delegates are all senior executives of leading Scottish firms representing the whisky industry, earthmoving equipment manufacturers, flexible tube manufacturers, manufacturers of pipe fittings and attachments, nailing printing and box-making machinery manufacturers, animal feeding stuffs, candle manufacturers and knitwear manufacturers.

The Mission returned on October 24.

Lord Kilmuir, chairman of The Plessey Company Limited, accompanied by Lady Kilmuir, left London by air on October 13, for Australia. He is visiting The Plessey Company's fast-growing manufacturing and trading interests in Australia, Lord Kilmuir will be meeting leaders of government, commerce and industry, including Lord Casey, the Governor-General, and Sir Robert Menzies, the Prime Minister.

Selling fabrics to Holland and Belgium

Mr. Frank Newman, joint managing director of the Bond Street Fabrics Group, London, visited Holland and Belgium from October 17 to 22. He showed the company's 1966 range of fabrics now extended by Thompstone's knitted fashion fabrics. Bond Street announce that they have just gained a substantial order in Holland.



Rank Audio Visual has converted a 40 h.p. coach into a mobile demonstration unit of British educational equipment. It contains items of Rank language laboratory equipment, closed circuit TV, slide and filmstrip projectors, screens, a Rank Aldis epidiascope, and the McArthur pocket microscope. All are fully operational. The coach, a Bedford-Duple Super Vega, left on October 18 for a three-month European tour.

Export Orders

Firms are invited to send in brief details of recent exports orders or contracts for mention on this page.

£85,000 Australian order

Aberdare Engineering Limited have obtained an £85,000 order for boiler cleaning plant for use with two 120 MW Re-heat oil fired boilers which Simon-Carves Limited, Power Plant Division, are supplying to the Electricity Trust of South Australia.

Carpet weaving plant for Czechoslovakia

A contract for textile machinery for Czechoslovakia has been signed between Wilson and Longbottom Limited of Barnsley, and Kovo of Czechoslovakia, for the supply of a modern Wilton carpet weaving plant, to a value of approximately £200,000.

£1 million Yugoslavian contract

Jointly prepared tenders submitted by the John Thompson Group and English Electric Co. Ltd., and valued at more than £1 million for a power plant at the new Yugoslavian Pancevo Refinery have been accepted by Jugotehna Export Ltd., the Yugoslavian Industrial Buying Organization.

First all-welded dual pass boiler ever exported from this country

Joseph Adamson & Company Limited, Hyde, Cheshire – one of the Adamson-Alliance Group of companies – have manufactured the first all-welded dual pass boiler to be exported from this country for the SSC Reforming Process. The boiler was ordered by West's (Manchester) Limited, Engineers, as part of an oil reforming plant for the production of town gas, being supplied by West's to the Singapore Public Utilities Board.

It is said to be only the third of this design to be made in this country.

Structural steel for Hong Kong

Redpath Brown & Co. Ltd., London, has secured an order for the design and supply of 2,800 tons of structural steelwork for the 25-storey St. George's Building, Hong Kong.

British success in USSR

Sturtevant Engineering Company Limited have signed contracts in Moscow valued at £190,000 for three complete pilot plants to formulate a range of insecticides required for the Russian agricultural programme. The contracts were signed on 'Great Britain' day at the International Chemical Exhibition in Moscow.

£500,000 Ceylon bus order

A £500,000 contract for 256 single-deck bus chassis and related spare parts has been won from the Ceylon Transport Board by Leyland Motors Ltd.

£300,000 contract for Paisley firm

Fleming and Ferguson Limited, the Paisley dredger builders and marine engineers, announce that they have secured a contract worth over £300,000 to build a 27 inch cutter suction dredger for the American Marine and Machinery Company Incorporated of Nashville, Tennessee.

Introducing the David Brown 990 tractor into the Pacific North-West. At a dealers' meeting in Portland, Oregon, Mr. John Honan, assistant manager of the David Brown organization at King of Prussia, Pennsylvania, explains features of the tractor. His audience includes Mr. Wade Newbegin (seen here with his hand to his head), president and general manager of the R. M. Wade Co., who are David Brown distributors in Oregon, Washington, Idaho and Alaska, and who arranged the meeting, and Mr. N. R. Prickett, British Vice-Consul in Portland.

£151,000 orders from Chile

Under two separate orders, together worth over £151,000, British Insulated Callender's Cables Limited, have supplied to the Chilean State Railways multi-core butyl insulated, neoprene sheathed railway signalling cable and single-core polythene covered copperply conductor. These materials are required for the Chilean Government's Ten Year Plan for railway modernization. Both orders were placed through BICC's agents in Santiago, Kenrick-Imagri, SAC.

Ghana to buy turkey breeding stock

Mr. J. Q. Annang, general manager of the Ghana State Farms Corporation, recently visited Dale Turkeys Ltd., of Ludlow, Shropshire, to finalize arrangements for exporting turkey breeding stock to the Corporation farms at Accra and Pokoase.

Weather chart equipment for Mozambique

An order for Mufax Facsimile Weather Chart Receivers and Transmitters worth more than £13,000 for the Servico da Aeronautica Civil, Mozambique, has been received by N. Miers & Co. Ltd., Theydon Bois.

Arabian export order

Airscrew-Weyroc Ltd., of Weybridge, have received an order for more than 10,000 sq ft of their Weydec decorative laminated plastic surfaced wood chipboard for a new 63-bed hospital in Bahrein.

Electric motors for Egpyt

An order from the United Arab Republic for more than 400 electric motors has been received by Newman Industries Ltd., the electric motor manufacturers of Yate, Bristol.

Kuwait Airways order British staging

Following their recent delivery of tail and engine docks for Kuwait Airways Trident Aircraft, an order has been received by the Aircraft Division of Martin Thomas Limited, Southall, Middlesex, for a tail dock for use with Kuwait Airways' BAC 1-11 aircraft. Kuwait Airways have on order three BAC 1-11's.

£500,000 export orders

The Simon-Hooper Division of Henry Simon Ltd., Stockport, has received further orders for Casemaker in-line finishing machines and ancillary converting equipment from three European corrugated container manufacturers: Pessina of Villasanta, Italy, Pecapime of Hal (near Brussels), Belgium and United Paper Mills of Valkeakoski, Finland.

These orders bring the total sales this year, for one size of Casemaker only, to over £500,000.

Rubber mats for fifteen countries

Within a year of becoming fully operational, the Movitex group subsidiary, Rembrand Rubber (Moulders) Ltd., are exporting rubber mats to 15 countries. The mats are being sold to motorists in Malaysia, South Africa, Australia, Greece, Norway, Denmark, Germany, Italy, Eire, Portugal, Tanzania, Kenya, Southern Rhodesia and the West Indies.

World wide contracts for radar

Plessey Radar Ltd., announce that their AR-1 air surveillance equipment has won contracts from nine different countries – worth over £2 million – in six months. The latest order, which comes from Zambia, is for radar equipment worth £80,000. Plessey is also enjoying wide-spread sales for its meteorological radar on which the Australian Government has spent £A1 million. Other contracts have recently been placed by Germany and Spain.

Institute of Export prize awards

Mr. Peter J. Booth-Smith of the Kent firm of J. G. Booth-Smith & Co. Ltd., is the first prize winner in the 1965 examinations of the Institute of Export. He gained 352 marks out of a possible 500 in the five Final examination papers covering Export Practice, Overseas Marketing, Export Finance, Export Insurance and Export Law. He wins the 'Leslie Gamage' prize.

The second prize award by Massey-Ferguson, Ltd., goes to a Danish-born candidate, Mr. Per Sabroe, employed by the Surrey firm of Holts, Ltd.

In the Institute's examinations this year, 248 students scored Passes. They represented some 40 per cent of the total entry.

Tariff, Customs and Import Regulations in overseas countries

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

UNITED STATES

Amendments to the tariff

THE Tariff Schedules Technical Amendments Act of 1965, to correct certain errors in the Tariff Schedules of the United States and for other purposes, was signed by the President on October 7, 1965. The amendments to the duties affected are given below. Deleted material is shown in square brackets [], new material in italics and material where there has been no change in romans. Some amendments to headnotes have been omitted from the notice; they may affect the classification of the following items:

> Containers of usual types ordinarily sold at retail with their contents. Edible preparations and animal feeds. Textile fabrics coated, filled, or laminated with rubber or plastics and articles made from such fabrics. Surface active agents. Synthetic plastics materials. Concrete. Sintered iron ore. Parts of electrical articles. Certain agricultural electrical implements. Combination articles containing clock or watch movements. Buttons and button blanks. Mechanical toilet combs or brushes. Rubber or plastic film, strips, sheets and plates.

A full text of the amendments can be seen at Export Services Branch (Tariff Section), Board of Trade, at the address shown on page 1057.

Effective date of new rates. In general the amendments apply with respect to articles entered, or withdrawn from warehouse, for consumption after the 60th day after the date of enactment (i.e. after December 6, 1965). However, where the Act provides a *lower duty* than at present, articles entered or withdrawn from warehouse, for consumption after August 30, 1963 (i.e. the effective date of the tariff schedules of the United States) may be liquidated or re-liquidated at the lower duty, *if a request is filed with the U.S. collector of Customs concerned on or before the 120th day after the date of enactment (i.e. on or before February* 4, 1966). This procedure is not applicable to (1) synthetic miners' diamonds, powder or dust, free of duty; (2) tape recorders and dictation recording and transcribing machines and parts thereof, 11½ per cent *ad valorem*; (3) electrodes when imported for use in producing aluminium, free of duty and (4) brooms made of broom corn (see text under items 750.26 to 750.33). In the case of (1) and (2) the effective date is after the date of the Act (i.e. October 8, 1965); in the case of (3), also October 8, 1965 but only until July 15, 1966; in the case of (4) the amendments are effective from January 1, 1966. Provision is also made for duty relief on *past* importations of ignition magneto magnets classified under 682.70 and of certain luggage and handbags of textile materials coated or filled, or laminated, with rubber or plastics, classified under 706.24.

(Column 1 rate is the MFN (reduced) rate; Column 2 rate is the full rate applying to certain Communist countries only):

Item	Articles	Rates of duty 1	Rates of duty 2
	ANIMAL AND VEGETABLE PRODUCTS		
	Fruit juices, including mixed fruit juices, concentrated or not concentrated whether or not sweetened:		
	Not mixed and not containing over 1% of ethyl alcohol by volume:		
165.40	Grape	[9c per gal.] *50c per gal.*	[70c per gal.] *81 per gal.*
182.70	*Wild rice, crude or processed*	*5% ad val.*	*10% ad val.*
192.05	[Carrageen] *Seaweeds*, crude, ground, or pulverized	Free	Free
192.20	[Cut flowers, fresh, whether or not made into bouquets, wreaths, sprays, or similar florist articles] *Cut flowers, fresh; bouquets, wreaths, sprays, or similar articles made from such flowers or other fresh plant parts.*	10% *ad val.*	40% *ad val.*
	WOODEN AND PAPER PRODUCTS		
204.27	*Containers designed for use in the harvesting of fruits and vegetables*	*Free*	*Free*
	Jewellery boxes, silverware chests, cigar and cigarette boxes, microscope cases, tool or utensil cases, and similar boxes, cases, and chests, all the foregoing of wood:		
204.35	Cigar and cigarette boxes	15% *ad val.*	60% *ad val.*
	Other:		
204.40	Not lined with textile fabrics	16⅔% *ad val.*	33⅓% *ad val.*
204.50	Lined with textile fabrics	[2c per lb. + 8·5%] *2c per lb. + 5%*	5c per lb. + 20% *ad val.*
220.25	*Vulcanized sheets and slabs wholly of ground or pulverized cork and rubber*	*10% ad val.*	*25% ad val.*
[245.50	Wood particle board, whether or not face finished	12% *ad val.*	40% *ad val.*]
	Wood particle board, whether or not face finished:		
245.45	*If 90% or more by weight of the wood components consist of one, or any combination, of the following hardwoods: Pterocarpus spp., Triplaris spp., or Virola spp.*	*12% ad val.*	*40% ad val.*
245.50	*Other*	*20% ad val.*	*40% ad val.*
	Paperboard, not specially provided for:		
251.49	[Leatherboard] *Shoeboard*	*6·75% ad val.*	*30% ad val.*
251.51	Other	4·75% *ad val.*	30% *ad val.*
	Boxes of paper, of paperboard, of papier-mache, or of any combination thereof:		
256.48	Covered or lined with coated papers or papers described in items 253.25, 253.30, 253.35, 253.40, or 253.45, [but not] *or* with textile fabric	[2c per lb. + 4% *ad val.*] *2c per lb. + 5% ad val.*	5c per lb. + 20% *ad val.*
[256.50	Covered or lined with textile fabric	2c per lb. + 8·5% *ad val.*	5c per lb. + 20% *ad val.*]
	WOVEN FABRICS		
	Woven fabrics, of vegetable fibres (except cotton):		
	Wholly of jute:		
335.40	Not bleached, not coloured, and not flame-resistant	0·5c per lb.	1c per lb.
335.50	Bleached, coloured, or flame-resistant	0·5c per lb. + 5% *ad val.*	1c per lb. + 10% *ad val.*
335.55	*Containing over 17% of wool by weight*	*30c per lb. + 45% ad val.*	*40c per lb. + 55% ad val.*
335.60	*Fabrics, other than the foregoing, containing over 50% by weight of yarns which yarns are composed wholly or almost wholly of fibres not exceeding 5 inches in length and contain not less than 50% by weight of man-made fibres*	*25c per lb. + 22·5% ad val.*	*45c per lb. + 70% ad val.*
353.50	Ornamented fabrics in the piece, and ornamented motifs, not specially provided for	42·5% *ad val., but in the case of ornamented fabrics not less than the rate which would apply to such fabrics if not ornamented.*	90% *ad val., but in the case of ornamented fabrics not less than the rate which would apply to such fabrics if not ornamented.*
	Woven or knit fabrics (except pile or tufted fabrics), of textile materials, coated or filled with rubber or plastics material, or laminated with sheet rubber or plastics [, except foam or sponge sheet]:		
[355.80	Of man-made fibres	25c per lb. + 30% *ad val.*	45c per lb. + 65% *ad val.*]
	Of man-made fibres:		
355.81	*Over 70% by weight of rubber or plastics*	*12·5% ad val.*	*25% ad val.*
355.82	*Other*	*25c per lb. + 30% ad val.*	*45c per lb. + 65% ad val.*
[356.50	Woven fabrics, in the piece or in units, of vegetable fibres, containing not over 16 yarns per square inch (counting the warp and filling) and weighing 15 or more ounces per square yard, suitable for covering cotton bales	0·3c per sq. yd.	0·6c per sq. yd.]
	Woven fabrics of vegetable fibres, suitable for covering cotton bales:		
356·50	*Recovered from used bags and sacks*	*Free*	*Free*
356·51	*Other fabrics, in the piece or in units, containing not over 16 yarns per square inch (counting the warp and filling) and weighing 15 or more ounces per square yard*	*0·3c per sq. yd.*	*0·6c per sq. yd.*

Item	Articles	Rates of duty 1	Rates of duty 2
357.60	Textile fabrics with tucks in parallel rows formed in the weaving or the knitting process or by folding and sewing .	*42·5% ad val., but not less than the rate which would apply to such fabrics without tucks.*	*90% ad val., but not less than the rate which would apply to such fabrics without tucks.*
	BELTING AND BELTS FOR MACHINERY		
	[Belting and belts, for machinery:		
	Of vegetable fibres, or of such fibres and rubber or plastics:		
358.05	Not in part of rubber or plastics	12% *ad val.*	30% *ad val.*
358.10	In part of rubber or plastics .	16% *ad val.*	30% *ad val.*]
	Belting and belts, for machinery, of textile fibres or of such fibres and rubber or plastics:		
358.02	*V-belts . . . . . .*	*12% ad val.*	*30% ad val.*
	Other:		
	Of vegetable fibres, or of such fibres and rubber or plastics:		
358.05	*Not in part of rubber or plastics . . . .*	*12% ad val.*	*30% ad val.*
358.06	*In part of rubber or plastics .*	*16% ad val.*	*30% ad val.*
	Of wool:		
358.08	*Woven . . . . .*	*37·5c per lb. + 15% ad val.*	*50c per lb. + 60% ad val.*
358.09	*Other . . . . .*	*32% ad val.*	*50% ad val.*
358.11	*Of silk . . . . .*	*27·5% ad val.*	*65% ad val.*
358.14	*Of man-made fibres . . .*	*25c per lb. + 30% ad val.*	*45c per lb. + 65% ad val.*
358.16	*Other . . . . .*	*12·5% ad val.*	*25% ad val.*
	TEXTILE FURNISHINGS		
	Lace or net furnishings, whether or not ornamented, and other furnishings, ornamented:		
	[Net furnishings made on a lace, net, or knitting machine:		
	Of vegetable fibres:		
365.55	Curtains and drapes, including panels and valances, all the foregoing, of cotton, if ornamented . .	30% *ad val.*	90% *ad val.*
365.60	Other	50% *ad val.*	90% *ad val.*
365.65	Other	42·5% *ad val.*	90% *ad val.*]
	[Other furnishings, ornamented:		
365.78	Of cotton	50% *ad val.*	90% *ad val.*]
	Net furnishings made on a lace, net, or knitting machine, whether or not ornamented; and other furnishings, ornamented:		
	Of cotton:		
365.77	*Curtains and drapes, including panels and valances, all the foregoing if machine-embroidered but not otherwise ornamented . .*	*30% ad val.*	*90% ad val.*
365.78	*Other . . . . .*	*50% ad val.*	*90% ad val.*
	Of vegetable fibres, except cotton:		
365.80	Damask tablecloths and damask napkins . .	30% *ad val.*	90% *ad val.*
365.82	Other	40% *ad val.*	90% *ad val.*
365.85	Other	42·5% *ad val.*	90% *ad val.*
	WEARING APPAREL AND ACCESSORIES		
	[Rainwear of textile materials and rubber or plastics:		
376.50	Garments with a textile-fabric base supporting a rubber or plastics coating or covering on the outer surface of the garment. . .	12·5% *ad val.*	25% *ad val.*
	Garments with a textile-fabric outer surface having a rubber or plastics coating or covering on the inner but not on the outer surface of such fabric:		
376.54	With textile fabric of cotton .	15% *ad val.*	37·5% *ad val.*
376.58	Other	30% *ad val.*	65% *ad val.*]
	Garments designed for rainwear, hunting, fishing or similar uses, wholly or almost wholly of fabrics which are coated or filled, or laminated, with rubber or plastics, which (after applying headnote 5 of schedule 3) are regarded as textile materials:		
376.54	*Of cotton . . . . . .*	*15% ad val.*	*37·5% ad val.*
376.56	*Other. . . . . .*	*30% ad val.*	*65% ad val.*
	Labels, not ornamented, of textile materials:		
385.61	Of man-made fibres . . .	[25c per lb. + 30% *ad val.*] *25c per lb. + 19% ad val.*	45c per lb. + 65% *ad val.*
	ORGANIC CHEMICAL COMPOUNDS		
	ACIDS		
425.82	Lactic acid	[12.5% *ad val.*] *16% ad val.*	[25% *ad val.*] 35% *ad val*
	Esters of monohydric alcohols *and organic or inorganic acids (except hydrogen sulphide and hydrogen halide acids)*:		
428.50	Amyl acetate	2c per lb.	7c per lb.
428.52	Butyl acetate	3·5 per lb.	7c per lb.
428.54	Diethyl sulphate and dimethyl sulphate	10·5% *ad val.*	25% *ad val.*
428.58	Ethyl acetate	1·5c per lb.	3c per lb.
428.62	Ethyl acrylate	10.5% *ad val.*	25% *ad val.*
428.64	Ethyl methacrylate . . .	10·5% *ad val.*	25% *ad val.*
428.66	Methyl acrylate	10.5% *ad val.*	25% *ad val.*
428.68	Vinyl acetate	1·25c per lb. + 6.25% *ad val.*	6c per lb. + 30% *ad val.*

(Continued on next page)

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We literally do 'encircle the world' with our established network of offices in the U.K. and connections throughout the world.

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A COMPLETE SHIPPING & FORWARDING ORGANISATION

UNITED STATES, continued

Item	Articles	Rates of duty 1	Rates of duty 2
428.72	Other	10·5% *ad val.*	25% *ad val.*
	Other organic compounds:		
429.70	Tetraethyl lead	15% *ad val.*	30% *ad val.*
[429.80	Cellulose compounds	16c per lb.	45c per lb.]
429.90	Other	10.5% *ad val.*	25% *ad val.*
	SURFACE-ACTIVE AGENTS		
465.87	*Carboxymethal cellulose salts*	*16c per lb.*	*45c per lb.*
465.92	*Lignin sulphonic acid and its salts*	*10% ad val.*	*20% ad val.*
	CAMPHOR, CHARS AND CARBONS, ISOTOPES, WAXES, AND OTHER PRODUCTS		
493.18	*Cellulose compounds, not specially provided for*	*16c per lb.*	*45c per lb.*
	NON METALLIC MINERALS AND PRODUCTS		
	Industrial diamonds, natural or synthetic, whether or not advanced in condition or value from their crude state by cleaving, cutting, lapping, sawing or other process, but not set and not suitable for use in the manufacture of jewellery:		
[520.21	Synthetic	15% *ad val.*	30% *ad val.*]
	Synthetic:		
520.19	*Miners' diamonds*	*Free*	*Free*
520.20	*Powder or dust*	*Free*	*Free*
520.21	*Other*	15% *ad val.*	*30% ad val.*
	Shaped refractory and heat-insulating articles not specially provided for, and structures of refractory or heat-insulating articles:		
531.37	Porcelain and *subporcelain* refractory articles	45% *ad val.*	60% *ad val.*
	FLAT GLASS AND PRODUCTS THEREOF		
	Glass (whether or not containing wire netting), in rectangles, not ground, not polished and not otherwise processed, weighing over 4 oz. per sq. ft.:		
	Cast or rolled glass:		
	Other, including blown or drawn glass, but excluding pressed or moulded glass:		
	Ordinary glass:		
	Coloured or special glass:		
	Weighing over 16 oz. but not over 28 oz. per sq. ft.:		
542.75	Measuring over 60 but not over [90] *100* united inches	1·1c per lb. + 2·5% *ad val.*[1]	2·4c per lb. + 5% *ad val.*
542.77	Measuring over [90] *100* united inches	1·4c per lb. + 2·5% *ad val.*[1]	2·8c per lb. + 5% *ad val.*

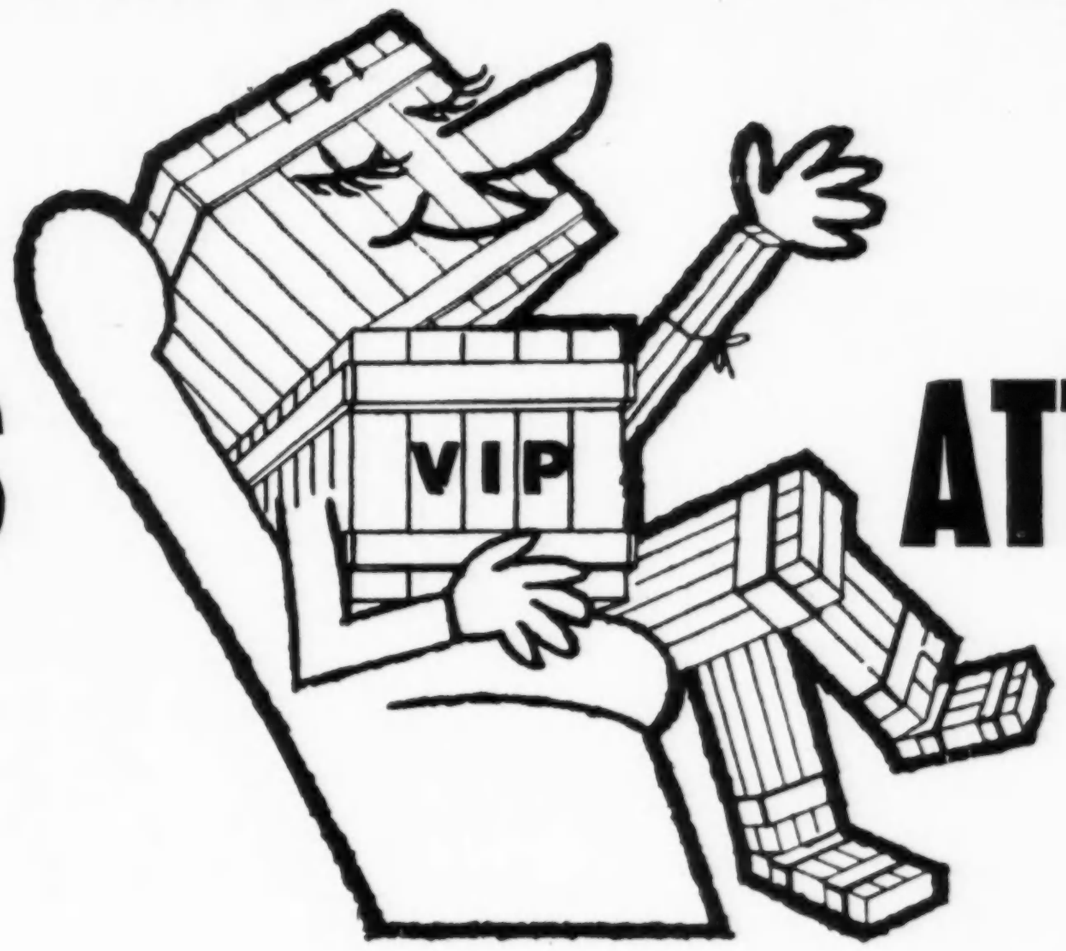
(1) Rate increased pursuant to escape-clause proclamation. See 923.75 and 923.77.

	METALS AND METAL PRODUCTS		
	Platinum (including gold- or silver-plated platinum but not rolled platinum), unwrought or semi-manufactured:		
	Semi-manufactured:		
	Other:		
605.07	[Bars, plates, and sheets, all the foregoing, not under 0·125 inch in thickness]. *Products having no dimension under 0·125 inch*, wholly of metals of the platinum group separately, wholly of native combinations of metals of the platinum group, or wholly of artificial combinations thereof containing by weight not less than 90% of the metal platinum	Free	Free
	Wire of iron or steel:		
	Round wire:		
	Other than alloy iron or steel:		
609.40	Under 0·060 inch in diameter	8·5% *ad val.*	25% *ad val.*
[609.42	0·060 or more in diameter	0·3c per lb.	1·25c per lb.]
	0·060 inch or more in diameter:		
609.41	*Containing not over 0·25% by weight of carbon*	*0·3c per lb.*	*1·25c per lb.*
609·43	*Containing over 0·25% by weight of carbon*	*8·5% ad val.*	*25% ad val.*
642.35	Galvanized wire fencing wholly of round iron or steel wire measuring not over 0·20 inch and not under [0·08] *0·075* inch in diameter, whether or not such wire is covered with plastic	0·25c per lb.	0·5c per lb.
	Cloth, gauze, fabric, screen, netting, and fencing, all the foregoing not specially provided for, of wire, whether in rolls, in endless bands, or in lengths, and whether or not cut to shape:		
	Not cut to shape:		
	Woven (but of other than simple warp and weft construction) and composed wholly or in substantial part of wire measuring under [0·08] *0·075* inch in maximum cross-sectional dimension:		
642.45	Coated with metal before weaving	21% *ad val.*	50% *ad val.*
642.47	Coated with metal after weaving	25·5% *ad val.*	60% *ad val.*
	Milliners' wire and other wire covered with textile or other material not wholly of metal:		
642·96	Galvanized wire wholly of round iron or steel wire measuring not over 0·20 inch and not under [0·08] *0·075* inch in diameter, if covered with plastics	0·25c per lb.	0·5c per lb.
	Hinges; and fittings and mountings not specially provided for, suitable for furniture, doors, windows, blinds, staircases, luggage, vehicle coach work, caskets, cabinets, and similar uses; all the foregoing, of base metal, whether or not coated or plated with precious metal:		
	Not coated or plated with precious metal:		
[647.00	Of iron or steel, of aluminium, or of zinc	19% *ad val.*	45% *adval.*]
	Of iron or steel, of aluminium, or of zinc:		
647.01	*Hinges, fittings, and mountings, designed for motor vehicles*	8·5% *ad val.*	25% *ad val.*
647.03	*Other*	*19% ad val.*	*45% ad val.*
648.53	Picks and mattocks, and parts thereof	[19% *ad val.*] 7·5% *ad val.*	45% *ad val.*
	Pliers, nippers, and pincers, and hinged tools for holding and splicing wire; tin snips, bolt and chain clippers, and other metal cutting shears; pipe cutters and other pipe tools; spanners and wrenches; files (except nail files), and rasps; all the foregoing which are hand tools; and metal parts thereof:		
	Files and rasps, with or without their handles		
649.05	Over 4·5 but not over [7] *6·75* inches in length	28c per doz.	62·5c per doz.
649.07	Over [7] *6·75* inches in length	17·5c per doz.	77·5c per doz.
	Knives and cutting blades for power or hand machines:		
649.65	For agricultural or horticultural machines (except lawn-mower blades) *and for shoe machinery*	Free	Free
649.67	Other	10% *ad val.*	20% *ad val.*
651.15	*Camping and picnic sets each comprising of a knife, fork and spoon, wholly of metal, and with each of the three pieces specially designed so as to permit their being compactly joined and held together when not in use*	25% *ad val.*	*60% ad val.*
	Handtools (including table, kitchen, and household implements of the character of handtools) not specially provided for, and metal parts thereof:		
651.33	*Pencil sharpeners and lead and crayon pointers and parts thereof*	*17% ad val.*	*40% ad val.*
	Other hand tools, *and parts thereof:*		
651.39	Agricultural or horticultural tools, and parts thereof	Free	Free
	Chain and chains, and parts thereof, all all the foregoing of base metal not coated or plated with precious metal):		
	Of iron or steel:		
	[Chains] *Chain or chains* used for the transmission of power, and and parts thereof:		
	Of not over 2-inch pitch and containing more than three parts per pitch, and parts thereof:		
652.12	Valued under 40 cents per pound	25% *ad val.*	40% *ad val.*
652.15	Valued 40 cents or more per pound	12·5% *ad val.*	40% *ad val.*
652.18	Other	12·5% *ad val.*	35% *ad val.*
652.21	Anchor or stud link chain or *chains*, and parts thereof	1c per lb.	2c per lb.
	[Other, including parts], *Chain or chains (except the foregoing) the links of which are of stock essentially round in cross section, and parts thereof:*		
652.24	Under $\frac{1}{16}$ inch in diameter	1·7c per lb.	4c per lb.
652.27	$\frac{1}{16}$ inch or more but under $\frac{3}{8}$ inch in diameter	0·75c per lb.	2·125c per lb.
652.30	$\frac{3}{8}$ inch or more but under $\frac{3}{4}$ inch in diameter	0·5c per lb.	1·125 per lb.
652.33	$\frac{3}{4}$ inch or more in diameter	0·4375c per lb.	0·875c per lb.
652.35	*Other, including parts*	*19% ad val.*	*45% ad val.*
652.36	Of copper	16% *ad val.*	45% *ad val.*
652.38	Other	19% *ad val.*	45% *ad val.*
[652.40	Horse and mule shoes of base metal	0·25c per lb.	0·25c per lb.]
	Horse and mule shoes of base metal:		
652.41	*Of iron or steel*	*0.25c per lb.*	*0.25c per lb.*
652.42	*Other*	*19% ad val.*	*45% ad val.*
658.86	*Hairsprings*	*10% ad val.*	*65% ad val.*
	Articles not specially provided for of a type used for household, table, or kitchen use; toilet and sanitary wares; all the foregoing and parts thereof, of metal:		
	Articles, wares, and parts, of base metal, not coated or plated, with precious metal:		
	Of iron or steel:		
	Not enamelled *or glazed with vitreous glasses:*		
653.85	Cast articles, coated	8% *ad val.*	20% *ad val.*

(*Continued on page* 1053)

INCREASED CARGO CAPACITY

PLUS



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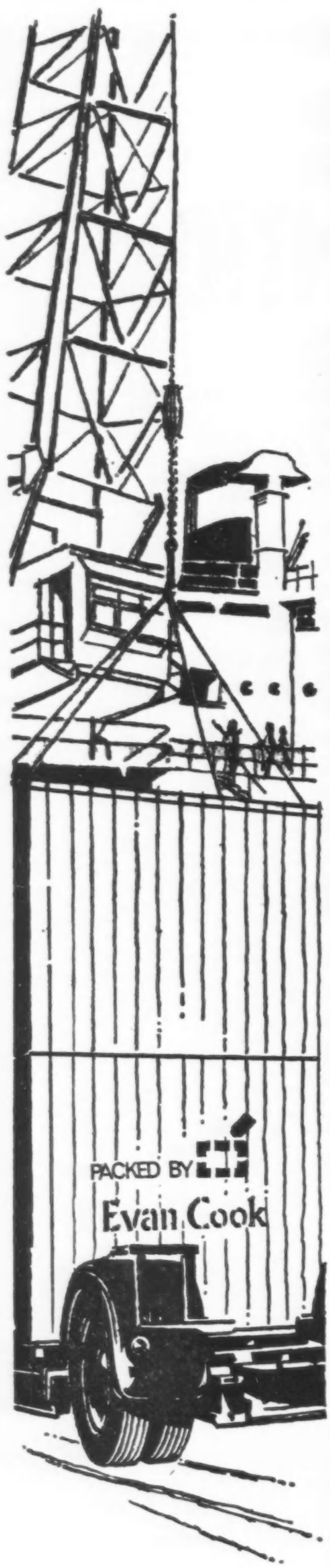

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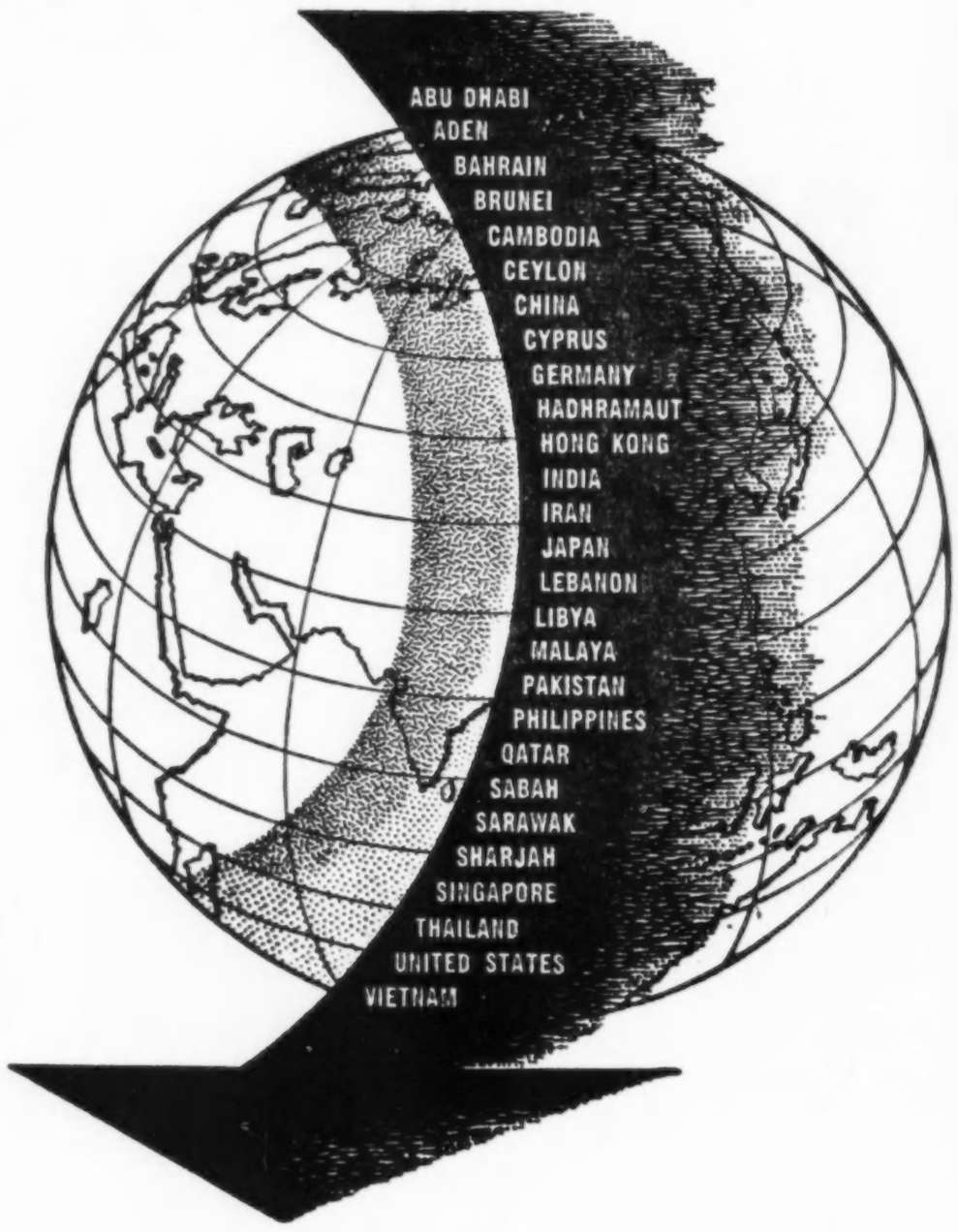

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Item	Articles	Rates of duty 1	Rates of duty 2
653.90	Of tin plate	8% *ad val.*	40% *ad val.*
653.95	Other	17% *ad val.*	40% *ad val.*
653.97	Enamelled *or glazed with vitreous glasses*	2c per lb. + 5% *ad val.*	5c per lb. + 30% *ad val.*
	ENGINES AND GENERAL PURPOSES MACHINERY		
	Internal combustion engines and parts thereof:		
	Piston-type engines:		
660.40	To be installed in tractors of a type provided for in item 692.30 *or in agricultural or horticultural machinery or implements provided for in item 666.00*	Free	Free
[660.90	Pumps for liquids, whether or not fitted with measuring devices; liquid elevators of bucket, chain, screw, band, and similar types; all the foregoing whether operated by hand or by any any kind of power unit, and parts thereof	12% *ad val.*	35% *ad val.*]
	Pumps for liquids, whether or not fitted with measuring devices; liquid elevators of buckets, chain, screw, band, and similar types; all the foregoing whether operated by hand or by any kind of power unit, and parts thereof:		
660.92	*Fuel injection pumps for compression-ignition engines and parts thereof*	6% *ad val.*	35% *ad val.*
660.94	*Other*	10% *ad val.*	35% *ad val.*
	Air pumps, vacuum pumps and air or gas compressors (including free-piston compressors for gas turbines); fans and blowers; all the foregoing, whether operated by hand or by any kind of power unit, and parts thereof:		
[661.10	Fans and blowers, and parts thereof	14% *ad val.*	35% *ad val.*]
	Fans and blowers, and parts thereof:		
661.09	*Blowers for pipe organs*	10% *ad val.*	35% *ad val.*
661.10	*Other*	14% *ad val.*	35% *ad val.*
	Industrial machinery, plant, and similar laboratory equipment, whether or not electrically heated, for the treatment of materials by a process involving a change of temperature, such as heating, cooking, roasting, distilling, rectifying, sterilizing, pasteurizing, steaming, drying, evaporating, vaporizing, condensing, or cooling; instantaneous or storage water heaters, non-electrical; all the foregoing (except agricultural implements sugar machinery, *shoe machinery*, and machinery or equipment for the heat-treatment of textile yarns, fabrics, or made-up textile articles) and parts thereof:		
661.65	Instantaneous or storage water heaters, and parts thereof	19% *ad val.*	45% *ad val.*
661.70	Other	12.5% *ad val.*	35% *ad val.*
	Centrifuges; filtering and purifying machinery and apparatus (other than filter funnels, milk strainers, and similar articles), for liquids or gases; all the foregoing and parts thereof:		
	Centrifuges and parts thereof:		
	Cream separators:		
661.75	Valued not over $50 each	Free	Free
661.80	Valued over $50 but not over $100 each	4% *ad val.*	25% *ad val.*
661.85	Valued over $100 each	10·5% *ad val.*	25% *ad val.*
661.90	Other	11·5% *ad val.*	25% *ad val.*
[661.95	Other	11·5% *ad val.*	35% *ad val.*]
	Other:		
661.92	*Cast-iron (except malleable cast iron) parts, not alloyed and not advanced beyond cleaning, and machined only for the removal of fins, gates, spruces, and risers or to permit location in finishing machinery*	3% *ad val.*	10% *ad val.*
661.95	*Other*	11·5% *ad val.*	35% *ad val.*
662.45	Sprayers, [self-contained, having a capacity over 5 gallons,] (*except sprayers, self-contained, having a capacity not over 5 gallons*) *suitable for* agricultural or horticultural use	Free	Free
666.00	Machinery for soil preparation and cultivation, agricultural drills and planters, fertilizer spreaders, harvesting and threshing machinery, hay or grass mowers (except lawn mowers), farm wagons and carts, *milking machines, on-farm equipment for the handling or drying of agricultural or horticultural products*, and agricultural and horticultural implements not specially provided for, and parts of any of the foregoing	Free	Free
	Sewing machines and parts thereof, including furniture specially designed for such machines:		
672.05	Sewing machines specially designed to join footwear soles to uppers, *and parts thereof* (*except needles*)	Free	Free
	Sewing machines other than those in item 672.05:		
672.10	Valued not over $10 each	7·5% *ad val.*	15% *ad val.*
672.15	Valued over $10 each	10% *ad val.*	30% *ad val.*
	Parts:		
672.20	Needles	75c per 1,000 + 20% *ad val.*	$1.15 per 1,000 + 40% *ad val.*
672.22	Shuttles	24% *ad val.*	30% *ad val.*
672.25	Other	10% *ad val.*	30% *ad val.*
	Moulds of types used for metal (except ingot moulds), for metallic carbides, for glass, for mineral materials, or for rubber or plastics materials:		
[680.10	Moulds used for rubber or plastics materials	11·5% *ad val.*	35% *ad val.*]
	Moulds used for rubber or plastics materials:		
680.11	*Shoe machinery moulds*	*Free*	*Free*
680.12	*Other*	11·5% *ad val.*	35% *ad val.*
	Taps, cocks, valves, and similar devices, however operated, used to control the flow of liquids, gases, or solids, all the foregoing and parts thereof:		
	Hand-operated and check, *and parts thereof:*		
680.20	Of copper	1,275c per lb. + 18% *ad val.*	3c per lb. + 45% *ad val.*
680.22	Other	22.5% *ad val.*	45% *ad val.*
	Other:		
680.25	Ball cock mechanisms, and parts	11·5% *ad val.*	35% *ad val.*
680.27	Other	10% *ad val.*	35% *ad val.*
[680.35	Ball or roller bearings, and parts thereof.	3·4c per lb. + 15% *ad val.*	10c per lb. + 45% *ad val.*]
	Ball or roller bearings, including such bearings with integral shafts, and parts thereof:		
680.34	*Ball bearings with integral shafts*	*12% ad val.*	*35% ad val.*
680.35	*Other*	*3·4c per lb. + 15% ad val.*	*10c per lb. + 45% ad val.*
	Gear boxes and other speed changers with fixed, multiple, or variable ratios; pulleys, pillow blocks, and shaft couplings; torque converters; chain sprockets; clutches; and universal joints; all the foregoing (*except parts of agricultural or horticultural machinery and implements provided for in item 666.00 and parts of motor vehicles, aircraft, and bicycles*) and parts thereof [(except parts of motor vehicles, aircraft, and bicycles)]:		
	Gear boxes and other speed changers, and parts thereof:		
680.45	Fixed ratio speed changers, *multiple and variable ratio speed changers, each ratio of which is selected by manual manipulation*, and parts thereof	9% *ad val.*	27·5% *ad val.*
680.58	*Cast-iron (except malleable cast-iron) rollers for machines, not alloyed and not advanced beyond cleaning, and machined only for the removal of fins, gates, sprues, and risers or to permit location in finishing machinery*	3% *ad val.*	10% *ad val.*
680.59	*Kits, each containing three or more replacement parts however provided for elsewhere in the schedules, put up and packaged for the repair of hydraulic-brake master or wheel cylinders or for the repair of internal-combustion engine pumps or carburettors*	*10% ad val.*	*35% ad val.*
	ELECTRICAL MACHINERY AND EQUIPMENT		
	Generators, motors, motor-generators, converters (rotary or static), transformers, rectifiers and rectifying apparatus, and inductors; all the foregoing which are electrical goods, and parts thereof:		
	Motors:		
	Of under 1/40 horsepower:		
682.20	Synchronous, *valued not over $4 each*	50% *ad val.*	90% *ad val.*
682.25	Other	12·5% *ad val.*	35% *ad val.*
682.52	Commutators	10% *ad val.*	35% *ad val.*
	Magnets; chucks, clamps, vices and similar work holders, all the foregoing which are magnetic; electro-magnetic clutches and couplings; electro-magnetic brakes; electro-magnetic lifting heads; *all the foregoing and parts thereof:*	[18% *ad val.*]	
682.70	Permanent magnets	16% *ad val.*	45% *ad val.*
682.80	Work holders *and parts thereof*	15% *ad val.*	30% *ad val.*
682.90	Other	11·5% *ad val.*	35% *ad val.*
683.65	*Electric lighting equipment designed for motor vehicles, and parts thereof*	*8·5% ad val.*	*25% ad val.*
	[Tape recorders and dictation recording and transcribing machines and parts thereof:		
685.40	Types recording on magnetizable recording medium and parts thereof	11·5% *ad val.*	35% *ad val.*
685.42	Other	15% *ad val.*	30% *ad val.*]
685.40	*Tape recorders and dictation recording and transcribing machines, and parts thereof*	11·5% *ad val.*	*35% ad val.*
[686.20	Automatic voltage regulators, and parts thereof	15% *ad val.*	35% *ad val.*]
	Automatic voltage and voltage-current regulators, with or without cut-out relays, and parts thereof:		
686.22	*Designed for use in a 6-volt, 12-volt, or 24-volt system*	8·5% *ad val.*	*25% ad val.*

(Continued on next page)

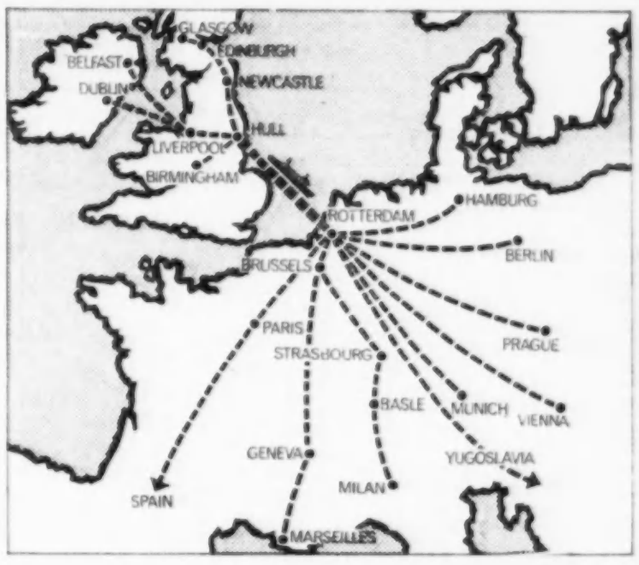
UNITED STATES, continued

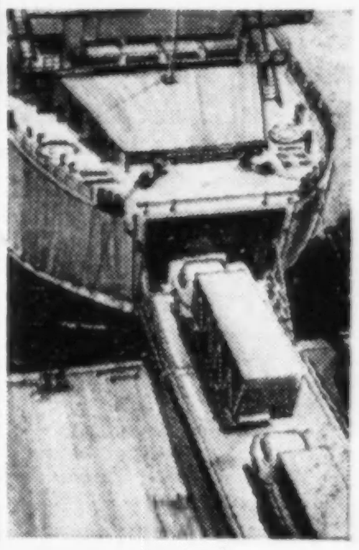
Item	Articles	Rates of duty 1	Rates of duty 2
686.24	*Other*	*15% ad val.*	*35% ad val.*
	Electronic tubes (except X-ray tubes); photocells; transistors and other related electronic crystal components; mounted piezo-electric crystals; all the foregoing and parts thereof:		
687.50	[Cathode-ray tubes, and parts thereof]. *Television picture tubes.* See also 911.90	[12% *ad val.*] *30% ad val.*	[35% *ad val.*] *60% ad val.*
687.60	Other	12·5% *ad val.*	35% *ad val.*
	Insulated (including enamelled or anodized) electrical conductors, whether or not fitted with connectors (including ignition wiring sets, Christmas tree lighting sets with or without their bulbs, and other wiring sets):		
[688.05	Without fittings	15% *ad val.*	35% *ad val.*]
	Without fittings:		
688.04	*Containing (exclusive of insulation and sheathing) over 10% by weight of the metal copper*	*17% ad val.*	*40% ad val.*
688.06	*Other*	*15% ad val.*	*35% ad val.*
	With fittings:		
688.10	Christmas-tree lighting sets, with or without their bulbs, and wiring sets similar thereto	20% *ad val.*	50% *ad val.*
688.12	*Ignition wiring sets and wiring sets designed for use in motor vehicles and craft provided for in part 6 of schedule 6*	*10% ad val.*	*30% ad val.*
688.15	Other	17% *ad val.*	35% *ad val.*
	RAIL LOCOMOTIVES AND ROLLING STOCK		
	Railroad and railway rolling stock:		
690.15	Passenger, baggage, mail, freight and other cars, not self-propelled	18% *ad val.*	45% *ad val.*
	Parts of the foregoing articles:		
690.25	Axles and parts thereof, and axle bars, all of the foregoing of iron and steel	0·3c per lb.	0·6c per lb.
690.30	Wheels and parts thereof, of iron or steel; and any of such wheels or parts imported with iron or steel axles fitted in them	0·4c per lb.	1c per lb.
	Other:		
690.35	Parts of cars provided for in item 690.15, *except brake regulators*	18% *ad val.*	45% *ad val.*
690.40	Other	11·5% *ad val.*	35% *ad val.*
	FOOTWEAR		
	Subpart A headnotes.		
	3(b). Subject to the provisions of section 336 (f) of this Act, the merchandise [in item 700.50, if the rubber portion thereof is wholly, or over 50% by weight, of natural rubber, and] in item 700.60 shall be subject to duty upon the basis of the American selling price, as defined in section 402 or 402 a of this Act, of like or similar articles manufactured or produced in the United States.		
[700.50	Hunting boots, galoshes, rainwear, and other footwear designed to be worn over, or in lieu of, other footwear as a protection against water, oil, grease, or chemicals or cold or inclement weather, all the foregoing having soles and uppers of which over 90% of the exterior surface area is rubber or plastics (except footwear with uppers of nonmoulded construction formed by sewing the parts thereof together and having exposed on the outer surface a substantial portion of functional stitching	12·5% *ad val.*	25% *ad val.*]
700.51	*Having soles and uppers of which over 90% of the exterior surface area is polyvinyl chloride, whether or not supported or lined with polyvinyl chloride but not otherwise supported or lined*	12·5% *ad val.*	25% *ad val.*
700.52	*Footwear (except footwear provided for in item 700.51), the uppers of which do not extend above the ankle, designed for use without closures, whether or not supported or lined*	25% *ad val.*	50% *ad val.*
700.53	*Other*	*37·5% ad val.*	*75% ad val.*
	NOTE: *American selling price does not apply to new items 700.51, 700.52 and 700.53.*)		
	HEADWEAR AND HAT BRAIDS		
	Headwear, of vegetable fibres, of unspun fibrous vegetable materials, of real horsehair, of paper yarn, or of any combination thereof:		
	Other (than cotton, flax or both):		
	Headwear other than caps:		
	Not sewed, not blocked, and not trimmed:		
702.35	Of palm leaf '*or of pandan* and valued not over $3 per dozen	6·25% *ad val.*	25% *ad val.*
	MEDICAL AND SCIENTIFIC INSTRUMENTS AND APPARATUS		
	Medical, dental, surgical and veterinary instruments and apparatus (including		

Item	Articles	Rates of duty 1	Rates of duty 2
	electro-medical apparatus and ophthalmic instruments), and parts thereof:		
	Optical instruments and appliances, and parts thereof:		
	Other:		
709.06	*Anaesthetic apparatus and instruments (except syringes), and parts thereof*	*19% ad val.*	*45% ad val.*
709.10	Percussion hammers *and stethoscopes*	19% *ad val.*	45% *ad val.*
	Surveying (including photogrammetrical surveying), hydrographic, navigational, meteorological, hydrological, and geophysical instruments; compasses; rangefinders; parts of the foregoing instruments:		
	Other instruments and parts (non-optical):		
	Compasses, and parts thereof:		
710.12	Surveying compasses, and parts thereof	[11·5% *ad val*] *28% ad val.*	35% *ad val*
	Optical measuring or checking instruments and appliances not provided for elsewhere in sub-part C, D, or F of this part, and parts thereof:		
710.86	Profile projectors and parts thereof	35% *ad val.*	45% *ad val*
710.88	[Comparators, comparator] *Comparator* benches, measuring benches, and micrometric reading apparatus, all the foregoing and parts thereof	45% *ad val.*	45% *ad val*
	Hydrometers and similar floating instruments; thermometers, pyrometers, barometers, hygrometers and psychrometers, whether or not recording instruments; and combination of the foregoing instruments; and articles in which one or more of such instruments are incorporated as significant integral parts and which are ordinarily used in the home or office where they are usually hung on the wall, or placed on mantles, shelves, or furniture:		
711.30	Hydrometers and similar floating instruments, whether or not incorporating thermometers	42·5% *ad val.*	85% *ad val*
	Thermometers, pyrometers, barometers, hygrometers, and psychrometers, whether or not recording instruments:		
	Other:		
[711.65	Incorporating watch or clock movements	26·5% *ad val.*	65% *ad val.*
711.70	Not incorporating watch or clock movements	14% *ad val.*	50% *ad val.*]
711.67	*Other*	*14% ad val.*	*50% ad val.*
	Revolution counters, production counters, taximeters, odometers, pedometers, counters similar to the foregoing articles, speedometers and tachometers, all the foregoing not provided for in sub-part C of this part; parts of the foregoing:		
711.90	Taximeters and parts	42·5% *ad val.*	85% *ad val*
711.91	*Bicycle speedometers and parts thereof*	*55% ad val.*	*110% ad val.*
	Speedometers and tachometers, and parts thereof:		
[711.92	Speedometers suitable for use in highway-type motor vehicles	9% *ad val.*	25% *ad val*
711.94	Other speedometers and tachometers	$2·25 each + 35% *ad val.*	$4·50 each + 65% *ad val.*
711.96	Parts	45% *ad val.*	65% *ad val.*]
711.98	Other	10% *ad val.*	35% *ad val.*
	Electrical measuring, checking, analyzing, or automatically-controlling instruments and apparatus, and parts thereof:		
712.05	Optical instruments or apparatus, and parts thereof	50% *ad val.*	50% *ad val*
	Other:		
	[Tachometers and anemometers] *Anemometers*, and parts thereof:		
712.25	[Tachometers and anemometers] *Anemometers*	$2·25 each + 35% *ad val.*	$4·50 each + 65% *ad val.*
712.27	Parts	45% *ad val.*	65% *ad val.*
712.50	Other	12% *ad val.*	40% *ad val.*
	PHOTOGRAPHIC AND RECORDING APPARATUS		
	Photographic film viewers, titlers, splicers, and editors, all the foregoing and combinations thereof, and parts of such articles and combinations:		
	Articles containing an optical lens or designed to contain such a lens, and parts thereof:		
722.52	Editors, and combination editor-splicers, for motion-picture film, and parts thereof	[11·5% *ad val.*] *35% ad val.*	[35% *ad val.*] *45% ad val.*
[722.84	Half-tone screens designed for use in engraving or photographic processes.	27·5% *ad val.*	55% *ad val.*]
	Half-tone screens designed for use in engraving or photographic processes:		
722.83	*Made photographically on plastics material*	*8·5% ad val.*	*25% ad val*
722.85	*Other*	*27·5% ad val.*	*55% ad val.*
723.35	Heat-sensitive papers designed for duplicating or recording, not exposed	[15% *ad val.*] *7·5% ad val.*	35% *ad val*

Item	Articles	Rates of duty 1	Rates of duty 2
	Sound recordings, and magnetic recordings not provided for in the foregoing provisions of this sub-part:		
724.40	Recorded on magnetic tape or on any medium other than wire .	[0.25c per sq. in.] *2c per sq. ft.* of recording surface.	[1c per sq. in.] *8c per sq ft.* of recording surface.
	MUSICAL INSTRUMENTS		
[725.45	Electronic musical instruments . .	17% *ad val.*	40% *ad val.*]
	Electronic musical instruments:		
725.46	*Fretted stringed instruments . .*	*34% ad val.*	*40% ad val.*
725.47	*Other . . . . . .*	*17% ad val.*	*40% ad val.*
	FURNITURE, PILLOWS, CUSHIONS, AND MATTRESSFS, NON-TEXTILE FLOOR COVERINGS		
727.06	*Furniture designed for motor-vehicle use, and parts thereof . . . . .*	*8.5% ad val.*	*25% ad val.*
728.20	Floor-coverings wholly of [composition] cork	5c per lb.	10c per lb.
	MODELS, GAMES AND TOYS		
734.25	Playing cards	[4c per pack + 5% *ad val.*] *4c per pack + 4% ad val.*	10c per pack + 20% *ad val.*
	Model trains, model airplanes, model boats, and other model articles, all the foregoing whether or not toys; and construction kits or sets for making or assembling such model articles:		
737.05	Models of inventions and of other improvements in the arts, to be used exclusively as models. .	Free	Free
	Other models, and construction kits or sets:		
737.07	Rail locomotives and rail vehicles; railroad and railway rolling stock; track, including switching track; rail depots, round houses, signal towers, water towers, and other trackside structures; trolley-buses and trolley-bus systems; [and] cable-car systems; *highway vehicles; ships and harbour structures; and airplanes and spacecraft* all the foregoing made to scale of the actual article at the ratio of 1 to 85 or smaller . . .	16% *ad val.*	45% *ad val.*
737.09	Construction kits or sets with construction units prefabricated to precise scale of the actual article . . .	19% *ad val.*	45% *ad val.*
737.15	Other	35% *ad val.*	70% *ad val.*
	JEWELLERY AND RELATED ARTICLES		
	Jewellery and other objects of personal adornment not provided for in the foregoing provisions of this part (except articles excluded by headnote 3 of this part), and parts thereof:		
740.30	Valued not over 20 cents per dozen pieces or parts; . . .	18% *ad val.*	45% *ad val.*
[740.35	Valued over 20 cents but not over $5 per dozen pieces or parts .	55% *ad val.*	110% *ad val.*
740.37	Valued over $5 per dozen pieces or parts	35% *ad val.*	110% *ad val.*]
	Valued over 20 cents per dozen pieces or parts:		
740.35	*Watch bracelets valued over $5 per dozen . . . .*	*35% ad val.*	*110% ad val.*
740.37	*Other . . . . . .*	*55% ad val.*	*110% ad val.*
	Rope, curb, cable, chain, and similar articles produced in continuous lengths, all the foregoing, whether or not cut to specific lengths and whether or not set with imitation pearls or imitation gem-stones, of metal or of metal and such pearls or gem-stones, [not over 0·5 inch in any cross-sectional dimension], suitable for use in the manufacture of articles provided for in this sub-part:		
740.70	Of precious metals (including rolled precious metals) . . .	34% *ad val.*	80% *ad val.*
	Other:		
740.75	Valued not over 30c per yard .	40% *ad val.*	80% *ad val.*
740.80	Valued over 30c per yard . .	55% *ad val.*	110% *ad val.*
	Buckles and buckle slides:		
[745.45	Of metal and valued over 20 cents per dozen	55% *ad val.*	110% *ad val.*
745.47	Other	19% *ad val.*	45% *ad val.*]
745.45	*Buckles and buckle slides, and parts thereof . . . . . .*	*19% ad val.*	*45% ad val.*
	[Clasps and snap fasteners and parts thereof:		
	Valued not over 20 cents per dozen pieces or parts:		
745.63	Sew-on fasteners, and parts thereof	55% *ad val.*	60% *ad val.*
745.65	Other	27·5% *ad val.*	60% *ad val.*
745.67	Valued over 20 cents per dozen pieces or parts	55% *ad val.*	110% *ad val.*]
	Clasps, handbag and similar frames incorporating clasps, and snap fasteners; all the foregoing and parts thereof:		
	Valued not over 20 cents per dozen pieces or parts:		
745.63	*Sew-on fasteners, and parts*		

(Continued on next page)





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Starting in December 1965. Leaves Hull 6 p.m. arrives Rotterdam 8 a.m. New liner service thrice weekly by the 'NORWAVE'. Six sailings per week when her sister ship 'NORWIND' is completed in March 1966.

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Haulage operators, transport managers, this is good news for you. Think of it! Shorter hauls for your drivers, less overtime and travelling expenses. No time wasted in the port—drop the trailer in our vehicle park and go on to the next job. Our Tugmasters haul your trailer on and off the vessel. Self-drive lorries go straight on board and your driver carried free. (Power points for refrigerated lorries, compressed air, steam heating for oil tankers—all available on board.)
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Whether your cargo is being shipped in containers or on flats —we have the necessary fast reliable service. Our Straddle loaders in each port handle lengths, up to 40 ft. and lift up to 25 tons from your trailer to ship's trailer and vice versa. Within minutes of the ship arriving in Rotterdam your cargo is transferred to your continental vehicle and away to its destination.

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Item	Articles	Rates of duty 1	Rates of duty 2
	thereof	*55% ad val.*	*60% ad val.*
745.65	*Other*	*27·5% ad val.*	*60% ad val.*
	Valued over 20 cents per dozen pieces or parts:		
	For jewellery and other objects of personal adornment:		
745.66	*Of precious metal except silver (including rolled precious metal except silver)*	*24% ad val.*	*80% ad val.*
745.67	*Other*	*55% ad val.*	*110% ad val.*
745.68	*Other*	*17·5% ad val.*	*65% ad val.*
	Slide fasteners, and parts thereof *including tapes in continuous lengths*, but not including tapes wholly of textile fibres:		
	Fasteners:		
745.70	Valued not over 4 cents each	50% *ad val.*	66% *ad val.*
745.72	Valued over 4 cents each	40% *ad val.*	66% *ad val.*
745,74	Parts	50% *ad val.*	66% *ad val.*
	PRESERVED FLOWERS AND FOLIAGE; MILLINERY ORNAMENTS; TRIMMINGS; AND FEATHER PRODUCTS		
[748,35	Bouquets, boutonnieres, corsages, wreaths, and similar ornamental articles, all the foregoing made of articles described in item 748.30 or item 748.32	25·5% *ad val.*	75% *ad val.*]
	Bouquets, boutonnieres, corsages, wreaths, and similar ornamental articles, all the foregoing made of articles described in item 748.30 or item 748.32:		
748.34	*Wholly or almost wholly of articles described in item 748.30*	*10% ad val.*	*20% ad val.*
748.36	*Other*	*25·5% ad val.*	*75% ad val.*
	BROOMS MADE OF BROOMCORN		
	Brooms and brushes consisting of vegetable materials bound together but not mounted or set in a block or head, with or without handles:		
	Brooms wholly or in part of broom corn:		
	Whiskbrooms:		
	Valued not over 32c each:		
750.26	In any calendar year prior to the entry, or withdrawal from warehouse, for consumption of 115,000 dozen (or such modified quantity as may become applicable under headnote 3 (a) to this sub-part) whiskbroomsclassifiableunder items 750.26 to 750.28, inclusive	20% *ad val.*	20% *ad val.*
750.27	Other	12c each	12c each
750.28	Valued over 32c each	32% *ad val.*	32% *ad val.*
	Other brooms:		
	Valued not over 96c each:		
750.29	In any calendar year prior to the entry, or withdrawal from warehouse, for consumption of 205,000 dozen (or such modified quantity as may become applicable under headnote 3 (a) to this sub-part) brooms classifiable under items 750.29 to 750.31, inclusive	20% *ad val.*	20% *ad val.*
750.30	Other	32c each	32c each
750.31	Valued over 96c each	32% *ad val.*	32% *ad val.*
750.32	Other	25% *ad val.*	25% *ad val.*
750.33	If product of Cuba	20% *ad val.* (S)	

(S) = Suspended.

The headnotes for schedule 7, sub-part A are amended by adding at the end thereof the following headnote:

'3. (a) If the President determines that the estimated annual domestic consumption of whiskbrooms of a kind described in items 750.26 to 750.28 inclusive, or of other brooms of a kind described in items 750.29 to 750.31 inclusive, has substantially changed since 1965 or since the date of the immediately preceding proclamation under this paragraph (if any), the quantity provided for in item 750.26 or 750.29, as the case may be, shall be modified by the percentage by which the President determines the estimated annual domestic consumption of the relevant brooms has changed in comparison with such estimated consumption in 1965 or at the time of such immediately preceding proclamation (if any). Such modified quantity shall be proclaimed by the President and shall, subject to the provisions of this paragraph, replace the quantity previously applicable under item 750.26 ot 750.29.

'(b) If the President determines an allocation among supplying countries of the quantity provided for in item 750.26 or 750.29 to be in the national interest, he may proclaim such allocation.'

	PYROTECHNICS		
755.15	Fireworks	[32% *ad val.*] *12c per lb., including the weight of all coverings, packing material, and wrappings.*	[42% *ad val.*] *12c per lb., including the weight of all coverings, packing material, and wrappings.*
	RUBBER AND PLASTIC PRODUCTS		
	Film, strips, sheets, plates, slabs, blocks, filaments, rods, seamless tubing, and other profile shapes, all the foregoing wholly or almost wholly of rubber or plastics:		
	Not of cellulosic plastics materials:		
	Film, strips, and sheets, all the foregoing which are flexible [and unsupported]:		
771.40	Made in imitation of patent leather	5·5% *ad val.*	25% *ad val.*
771.42	Other	12·5% *ad val.*	25% *ad val.*
772.42	Ice bags; douche bags, enema bags, *colostomy bags*, hot water bottles, and fittings therefor; invalid and similar nursing cushions; crutch tips and grips; dress shields; finger cots; pessaries; prophylactics; sanitary belts; bulbs for syringes; syringes (other than hypodermic syringes) and fittings therefor, not in part of glass or metal; all the foregoing of rubber or plastics	12·5% *ad val.*	25% *ad val.*
	Tyres, and tubes for tyres, of rubber or plastics:		
	Pneumatic tyres:		
772.45	Airplane	10% *ad val.*	30% *ad val.*
772.48	Bicycle	10% *ad val.*	10% *ad val.*
772.50	*Designed for tractors provided for in item 692.30 or for agricultural or horticultural machinery or implements provided for in item 666.00*	*Free*	*Free*
772.51	Other	8·5% *ad val.*	10% *ad val.*
772.54	Tyres, other than pneumatic tyres	10% *ad val.*	25% *ad val.*
	Tubes:		
772.57	Bicycle	30% *ad val.*	30% *ad val.*
772.59	*Designed for tyres provided for in item 772.50*	*Free*	*Free*
772.60	Other	10% *ad val.*	25% *ad val.*
[772.75	Inflatable articles not specially provided for, of rubber or plastics	12·5% *ad val.*	25% *ad val.*]
773.35	Belting and belts, for machinery, of rubber or plastics and not containing [vegetable fibres] *textile fibres*	12·5% *ad val.*	25% *ad val.*
	MISCELLANEOUS PRODUCTS		
790.15	*Fly ribbons (ribbon fly catchers)*	*14% ad val.*	*35% ad val.*
790.39	*Pneumatic mattresses and other inflatable articles not specially provided for*	*12·5% ad val.*	*25% ad val.*
[790.45	Sausage casings not specially provided for, whether or not cut to length	16% *ad val.*	40% *ad val.*]
	Sausage casings not specially provided for, whether or not cut to length:		
790.45	*Of cellulosic plastics materials*	*25·5% ad val.*	*60% ad val.*
790.47	*Other*	*12·5% ad val.*	*40% ad val.*
	Articles not specially provided for:		
792.75	*Of hair*	*14% ad val.*	*35% ad val.*
	ARTICLES ADVANCED OR IMPROVED ABROAD		
807.00	[Articles assembled abroad in whole or in part of products of the United States which were exported for such purpose and which have not been advanced in value or improved in condition abroad by any means other than by the act of assembly] *Articles assembled abroad in whole or in part of fabricated components, the product of the United States, which (a) were exported, in condition ready for assembly without further fabrication, for the purpose of such assembly and return to the United States, (b) have not lost their physical identity in such articles by change in form, shape, or otherwise, and (c) have not been advanced in value or improved in condition abroad except by being assembled and except by operations incidental to the assembly process such as cleaning, lubricating, and painting*	A duty upon the full value of the imported article, less the cost or value of such products of the United States.	A duty upon the full value of the imported article, less the cost or value of such products of the United States.

EXPORT INQUIRIES

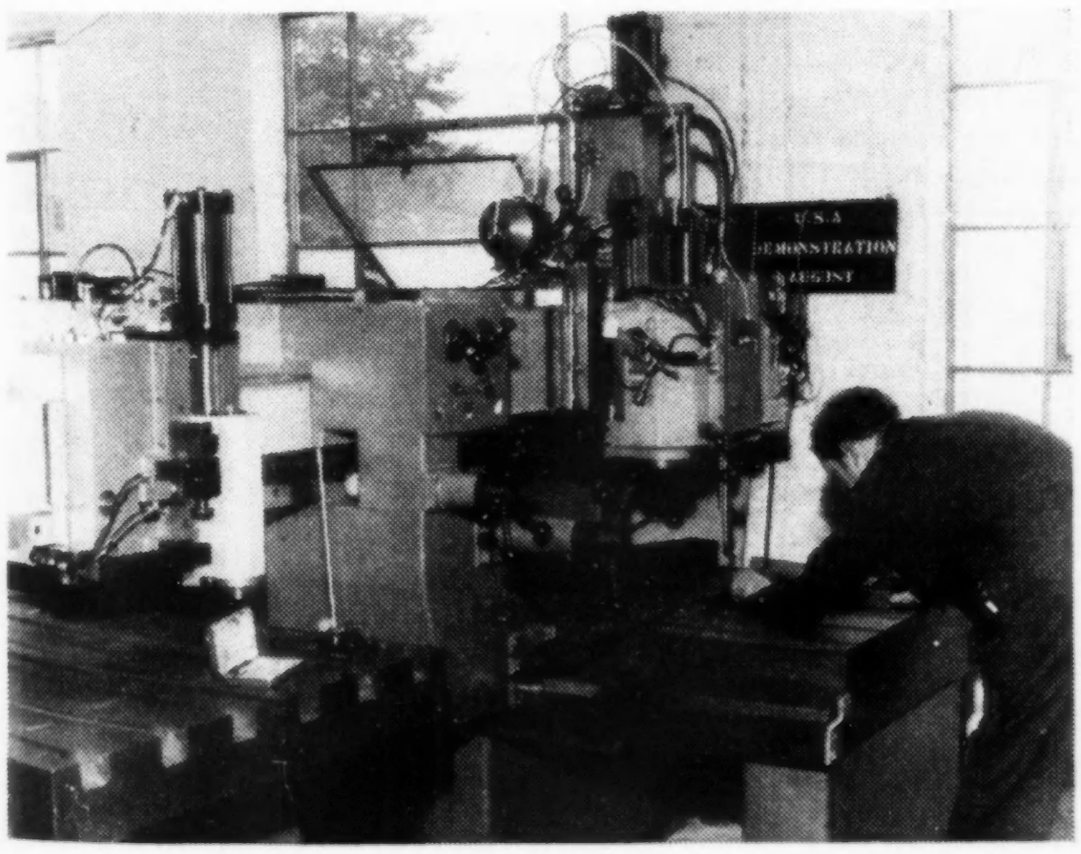
Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page 925 of the October 15 issue.

Item	Articles	Rates of duty 1	Rates of duty 2	Effective period
	PART I. – TEMPORARY LEGISLATION SUB-PART B – TEMPORARY PROVISIONS AMENDING THE TARIFF SCHEDULES			
907.77	Coconut, palm-kernel, and palm oils, sulphonated or sulphated (provided for in item 465.65, part 8A, schedule 4) . . .	[17·5% *ad val.*] *14% ad val.*	35% *ad val.*	On or before 30/6/66
909.25	*Electrodes (provided for in item 517.61, part 1E, schedule 5) when imported for use in producing aluminium . . . . .*	*Free*	*Free*	*On or before 15/7/66*
911.70	Copying lathes used for making rough on finished shoe lasts from models of shoe lasts and, in addition, capable of producing more than one size shoe last from a single size model of a shoe last (provided for in item 674.42, part 4F, schedule 6), *and parts thereof provided for in items 674.50, 674.51, and 674.53* .	Free	Free	On or before 30/6/66
911.90	*Colour television picture tubes (provided for in item 687.50) . .*	*12% ad val.*	*60% ad val.*	*On or before 31/8/69*

Item	Articles	Rates of duty 1	Rates of duty 2
	PART 2. – TEMPORARY MODIFICATIONS PROCLAIMED PURSUANT TO TRADE-AGREEMENTS LEGISLATION		
	SUB-PART A. – ESCAPE CLAUSE ACTIONS		
	Glass (including blown or drawn glass, but excluding cast or rolled glass and excluding pressed or moulded glass) (whether or not containing wire netting), in rectangles, not ground, not polished and not otherwise processed, weighing over 4 oz. per sq. ft., provided for in items 542.11-.98, inclusive, of part 3B of schedule 5:		
	Ordinary glass:		
	Coloured or special glass:		
	Weighing over 16 oz. but not over 28 oz. per sq. ft.:		
923.75	Measuring over 60 but not over [90] *100* united inches (item 542.75) . . .	1·9c per lb. + 2·5% *ad val.*	No change
923.77	Measuring over [90] *100* united inches (item 542.77)	2·4c per lb. + 2·5% *ad val.*	No change

Inquiries may be addressed to Export Services Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 456/457).



A Marwin 30D side-by-side copying router being calibrated before despatch to the United States for exhibition at the Los Angeles Machine Tool Show from November 15 to 19.

CANADA

Customs tariff changes

THE CANADIAN Government has issued Order-in-Council P.C. 1965-1785, dated October 4, making the following additions to the Customs Tariff Act.

SCHEDULE

Tariff Item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
43890-1	Stainless steel strip, cold-rolled, not less than 0·022 inch nor more than 0·028 inch in thickness with tolerance not to exceed 0·00075 inch, not less than 0·146 inch nor more than 0·182 inch in width with tolerance not to exceed 0·0025 inch, for use in the manufacture of piston rings for motor vehicles (*Expires June* 30, 1966)	Free	Free	25%
43891-1	Wire of iron or steel, drawn flat or cold-rolled flat after drawing, not less than 0·014 inch nor more than 0·024 inch in thickness with tolerance not to exceed 0·001 inch not more than 0·245 inch in width with tolerance not to exceed 0·004 inch, for use in the manufacture of piston rings for motor vehicles . (*Expires June* 30, 1966)	Free	Free	20%
43892-1	Bar sections of iron or steel made to specification A1S1-4023, hot-rolled, not less than 1·655 inches nor more than 1·705 inches in thickness, not less than 1·922 inches nor more than 1·972 inches in width, for use in the manufacture of ball nuts for recirculating ball steering gears for motor vehicles . (*Expires June* 30, 1966)	Free	Free	20%

JAMAICA

Export Industry Encouragement Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared approved products for the purposes of the above law:

Mosquito repellent coils.

Approved manufacturers of these products will enjoy income tax relief, duty free imports of building material, plant, machinery, raw materials, etc., and other concessions.

The following products have been declared approved products for the purposes of the above law:

High styled millinery of felt and straw origin.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated September 10, 1965, page 596.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

COLOMBIA

Prior deposits on imports

THE BRITISH EMBASSY in Bogota has reported that the Colombian Monetary Board's Resolution No. 36 of September 24 contains the following provisions:

Article 1

The prior deposit for the following customs classification is reduced to 1 per cent:

89-01 Ships not included in other classifications under this chapter.
B. Others.
89.01.B 1. For maritime sailing.

BARBADOS

Exemptions from import duty

THE BOARD OF TRADE have received from Barbados a copy of an Order which amends Part III of the First Schedule to the Customs Act, 1962 (Table of Exemptions from Duty) by the deletion of the paragraph beginning 'Materials, including packaging materials' and ending 'for the manufacture of Mattresses, Pillows and Divans) Order, 1963' (see *Board of Trade Journal* of April 5, 1963) and the substitution therefor of the following paragraph:

'Materials, including packaging materials, other than such materials as the Cabinet may for the purposes of this paragraph declare by Notice published in the *Official Gazette* to be obtainable in the Island, which are proved to the satisfaction of the Comptroller of Customs to have been imported by or on behalf of a person or company in this Island engaged in the manufacture of mattresses, pillows, divans and other upholstered furniture in a factory employing not less than six persons, on the certificate of the Secretary of such company, that such materials are imported for use exclusively in the manufacture and packaging of mattresses, pillows, divans and other upholstered furniture within such factory, subject to and in accordance with the conditions specified in the Customs Duties (Materials for use in the manufacture of Mattresses, Pillows, Divans and Upholstered Furniture) Order, 1965.'

Inquiries about the above notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.1. (Tel. City 5757, Ext. 471).

DOMINICA

Customs duty changes

THE BOARD OF TRADE have received notice of the following amendment to the Dominica Customs Import Tariff:

Item 110 should be deleted and substituted by:

Item No.	Class or Description of Goods	Unit for Duty	Rate of Duty	
			Preferential Tariff	General Tariff
110	Ethyl alcohol: (a) denatured, methylated spirits and methyl alcohol	gal.	$2·10	$2·80
	(b) denatured to the satisfaction of the Collector of Customs for the manufacture of bay rum	gal.	Free	$1·00

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

AUSTRALIA

Reference to the Special Advisory Authority

DETAILS WERE given in the *Board of Trade Journal* of March 2, 1962 (page 472) of the Australian Government's decision in accordance with which quantitative restrictions may in future be imposed as an alternative, or as an addition to temporary duties.

A reference has now been made to the Special Advisory Authority in respect of **continuous filament polyamide raw yarns (Tariff Item 51.01.999).**

Details of the Tariff Items under which the above-mentioned goods are dutiable are given below:

Tariff item	Goods	Rate of Duty	
		Preferential	General
51.01	*Yarn of continuous man-made fibres, not put up for retail sale:		
51.01.100	Of a kind ordinarily used by hand.		
51.01.9	Other:		
51.01.910	Wholly of continuous filament acetate; of which not less than 50% by weight, of the man-made fibres are continuous filament acetate fibres.		
51.01.920	High tenacity industrial yarn, not being yarn falling within paragraph 51.01.91.		
51.01.930	Containing not less than 20% by weight of wool, not being yarn falling within paragraph 51.01.91 or 51.01.92.		
51.01.940	Wholly of continuous filament triacetate, not being yarn falling within paragraph 51.01.92; of which not less than 50% by weight, of the man-made fibres are continuous filament triacetate fibres, not being yarn falling within paragraph 51.01.92 or 51.01.93.		
51.01.99	Other:		
51.01.991	Yarns (other than raw yarns) being yarns that are wholly of, or of which not less than 50% by weight, of the man-made fibres are: polyamide fibres; polyester fibres; or a mixture of polyamide and polyester fibres.		
51.01.999	Other	Free	12½%

The Special Advisory Authority is required to report within 30 days of the date of the reference.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 42 Leicester Square, London, W.C.2. (Tel. Whitehall 5072).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2318 or 2319), quoting reference No. CRE 6829/65.

AUSTRALIA

Details of temporary duties

DETAILS are given below of the temporary changes made in Australian Customs Duties which came into effect on October 13, 1965. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
	After note 4 to Chapter 39 insert the following note: *'5. The following goods are specified for the purposes of sub-paragraph 39.07.711, that is to say, gloves, mittens and mitts that:* *(a) Were in transit to Australia on September 3, 1965; and* *(b) Are entered for home consumption within 21 days after importation.'*				
39.07	Goods made of materials of a kind described in an item included in items 39.01 to 39.06 (inclusive).				
39.07.7	Apparel:				
39.07.71	Gloves, mittens and mitts:				
39.07.711	[Designed exclusively for industrial use; dress type; surgeons' gloves] . . .	12½%	Free	Various (Under new items 39.07.711 and 39.07.712)	
39.07.711	*Of ethylene polymers and copolymers, being gloves, mittens or mitts that are of a kind worn solely or principally by industrial workers or by members of the medical, nursing and veterinary professions or are of the dress type . . . . .*	12½% (Under former item 39.07.711)	Free (Under former item 39.07.711)	12½% and, except in respect of goods specified in Note 5 to this Chapter a temporary duty of 2s. 6d. per doz. pairs.	In respect of goods specified in Note 5 to this Chapter – Free. In respect of the remainder of the goods–a temporary duty of 2s. 6d. per doz. pairs.
39.07.712	*Of other materials, being gloves, mittens or mitts that are of a kind worn solely or principally by industrial workers or by members of the medical, nursing and veterinary professions or are of the dress type . . . . . .*	No change (Under former item 39.07.711)		12½%	Free

NOTE: Specific rates are shown in Australian currency: £A125 = £100 Sterling.

Tariff Board inquiries on footwear and hot water bags

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the question whether **(a) leather or composition leather footwear (tariff items 64.02.2 or 64.02.9) and (b) hot water bags (tariff item 40.12.200),** should be gazetted under Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961.

Details of the provisions of Section 7 of the above mentioned Act were published in the *Board of Trade Journal* of January 22, 1965 (page 188).

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than November 12, 1965.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. quoting reference Nos. (a) CRE 4559/65 and (b) CRE 7821/65 respectively.

SINGAPORE

Import control ban lifted

NOTICE TO Singapore Importers No. 254 states that the prohibition on the importation of:

(a) Monosodium glutamate
(b) Glutamic acid

has been lifted on October 9, 1965 by the Prohibition of Imports (Monosodium Glutamate) (Cancellation) Order, 1965, and the Prohibition of Imports (Glutamic Acid) (Cancellation) Order, 1965, respectively, which were published in the Singapore *Government Gazette* on October 9, 1965.

The attention of importers is drawn to the fact that although the ban on the importation of the said commodities has been lifted, *the importation of these goods from any country is only permissible under specific import licences issued by the Import and Exports Control and Registration Department.* Importers who bring in these goods without first obtaining an import licence from the above mentioned Department are liable to be prosecuted under existing import regulations.

Importers are thus reminded that Letters of Credit for these goods should not be established or orders placed with suppliers unless an import licence is first obtained from the Department authorizing the import of specific consignments.

A previous notice on this subject was published in the *Board of Trade Journal* of November 6, 1964, page 1028.

LAOS

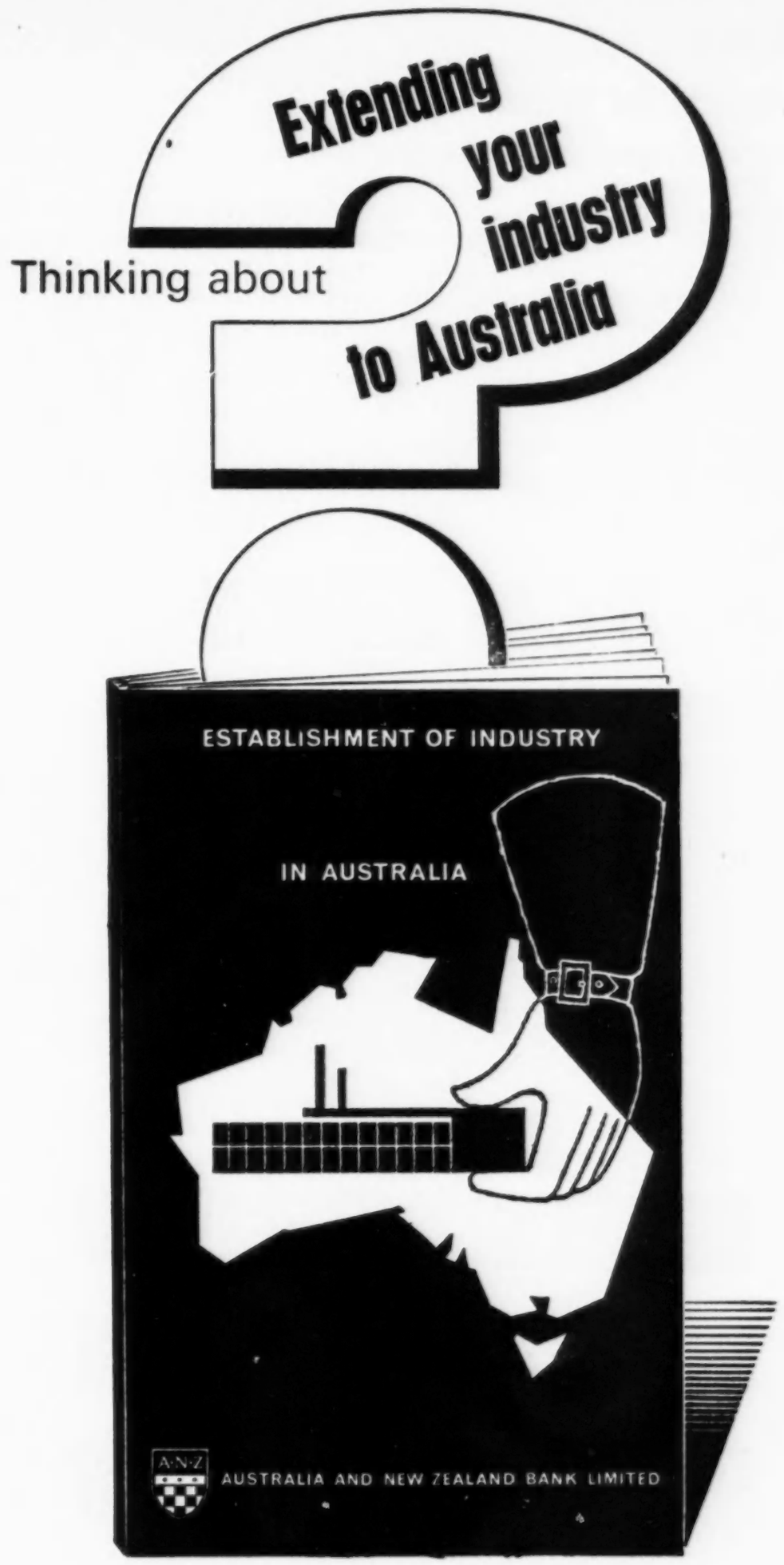
Import restrictions

IT has been reported by HM Embassy in Vientiane that a Decree of September 28 prohibited the importation of matches and sandals made entirely of rubber into Laos. The ban has been introduced to give protection to recently-established local industry.

Japanese language course available in London

BUSINESSMEN who export to Japan and others who have business connections with that country may welcome the opportunity of acquiring a useful knowledge of colloquial Japanese by attending a class on Tuesday evenings from 6.30-8.30 p.m. at Stockwell and Waterloo Institute. The classes are held under the auspices of the Inner London Education Authority, and a nominal fee is charged.

The instructor is a Mr. Yunosuke Ohkura, of the Tokyo Broadcasting System, at present seconded to the BBC. Inquiries about the course should be addressed to The Principal, Stockwell and Waterloo Institute, Stockwell Manor School, London, S.W.9. (Tel. Brixton 0313, p.m. only).



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BURMA

Methods of trade

IT HAS BEEN reported by HM Embassy in Rangoon that on October 20 it was announced that the Government of the Union of Burma had dissolved the People's Stores Corporation and established a new Trade Council to plan for sufficiency and abundance of consumer goods. Its tasks include handling of exports and imports and distribution of imported and nationally produced consumer goods. The council is empowered to set up trade corporations, township trade committees and wholesale and retail shops; the chairman of the council is the Trade Minister, and the Ministers of Agriculture, Industry, Mines, Transport and Public Works will be members. A permanent committee will transact day to day business.

It is understood that pending detailed reorganization under the new council, the existing People's Stores Corporation Divisions will continue to operate under it, and to place orders and open letters of credit, as before. All existing contracts continue valid.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2227) quoting reference CRE 13186/G.

ZAMBIA

Suspension of duty

THE ZAMBIAN Customs and Excise (Suspension) (Amendment) (No. 6) Regulations, 1965, amend the Schedule to the Customs and Excise (Suspension) Regulations, 1965, with effect from October 6, by the insertion of the following:

Tariff Item	Item	Duty A	Duty B	Duty C	Duty D
146	Tools, mechanics' and artisans' n.e.e.; saws and sawing machines, all (except industrial), including blades and banding therefor; and workshop appliances, n.e.e.	Free	Free	Free	Free
ex 296 (1) (*a*)	Greetings cards imported for sale by or on behalf of the United Nations Children's Fund	Free	Free	Free	Free

Import control

THE ZAMBIAN Control of Goods (Import and Export) (Commerce) (Amendment) (No. 13) Order, 1965, published as Statutory Instrument No. 340, amends the Control of Goods (Import and Export) (Commerce) Order, 1964, with effect from October 12, by the addition of the following items to the list of goods subject to import control from all sources.

(1) Cups and saucers of an f.o.b. value of less than fourteen shillings per dozen sets ex tariff item 172 (b) (iii).
(2) Plates of an f.o.b. value of less than twenty shillings per dozen ex tariff item 172 (b) (iii).
(3) Blankets of an f.o.b. value of less than five shillings per lb. ex tariff item 61 (1).

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ZAMBIA

Customs tariff application

THE FIRST SECRETARY (Commercial) at Lusaka, has reported that the Ministry of Commerce and Industry have received an application for increase in customs duty on buttons as follows:

Tariff Item	Description of Commodity	Rates of Duty			
		Column A	Column B	Column C	Column D
		Present			
ex 73 (b) 73 (b) (i)	Plastic buttons . . . . . *ad val.* Proposed wording: Plastic buttons: Manufactured from moulding compounds of phenol formaldehyde or urea formaldehyde resins	30%	22½%	20%	10%
		Requested			
	ad val.	30%	22½%	20%	10%
	or per gross	6d.	3d.	3d.	3d.
	less *ad val.*	—	—	2½%	12½%
		whichever duty shall be the greater			
73 (b) (ii) (A)	Other: Of a free on board value not exceeding one shilling per gross . . . . . *ad val.*	30%	22½%	20%	10%
	or per gross	1s.	9d.	9d.	9d.
	less *ad val.*	—	—	2½%	12½%
		whichever duty shall be the greater			
73 (b) (ii) (B)	Of a free on board value exceeding one shilling per gross . . . . . *ad val.*	30%	22½%	20%	10%
	or per gross	2s.	1s. 6d.	1s. 6d.	1s. 6d.
	less *ad val.*	—	—	2½%	12½%
		whichever duty shall be the greater			

(Britain pays the Column D rate of duty)

Where British trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm wishing to make representations to the Zambia Ministry of Commerce and Industry, and belonging to a trade organization, should get in touch with that body in the first instance. Firms proposing to make independent representations to the Zambia authorities and desiring further information relating to the above, should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 7815/65. The closing date for receipt of representations by the Ministry of Commerce and Industry is November 26.

RHODESIA

Customs tariff changes

THE CUSTOMS AND EXCISE Tariff (Amendment) Notice, 1965 (No. 7), published as Rhodesia Government Notice No. 695, of October 15, amends the Customs tariff as follows:

PART II
(Britain pays the Column D rate of duty)

Tariff No.	Item	Effective Rate of Duty			
		Duty A	Duty B	Duty C	Duty D
74	Nets and netting: (b) Fishing, not being sports goods: By the repeal of sub-paragraph (i) and by the substitution of: (i) Containing more than 5% by weight of man-made fibres *ad val.* and, in addition, per lb.	25% £0 7s. 0d.	20% £0 7s. 0d.	15% £0 7s. 0d.	15% £0 7s. 0d.

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1965 (No. 8), published as Rhodesia Government Notice No. 697, of October 15, amend the Customs and Excise (Suspension) Regulations, 1965, by the insertion of the following schedules:

SEVENTH SCHEDULE (Section 9)

Item		Effective Rates			
		Duty A	Duty B	Duty C	Duty D
Ex 46 (a) (ii)	Fresh peas . . *ad val.*	£0 0s. 1d.	Free	Free	Free

EIGHTH SCHEDULE (Section 10)

Item		Effective Rates			
		Duty A	Duty B	Duty C	Duty D
74 (b) (i)	Fishing nets and netting, containing more than 5% by weight of man-made fibres . . . *ad val.*	25%	20%	15%	15%

Note: The effective rates of duty shown in the Eighth Schedule shall only have effect in respect of goods which were despatched to Rhodesia before October 22, 1965, and which are entered for consumption on or before April 21, 1966.

KENYA

Import licensing regulation

LEGAL NOTICE No. 243 the Imports, Exports and Essential Supplies (Imports) (Amendment) (No. 8) Order, 1965, published in the *Kenya Gazette*, amends with effect from September 10 the Imports, Exports and Essential Supplies (Imports) Order, 1964. The First Schedule to the latter Order, published in the *Board of Trade Journal* of November 27, 1964 (pages 1200, 1201) and subsequently amended, is now further amended by deleting the words 'Manufactured or originating in Japan' from the items listed below:

652 2 3 Dyed in the piece – khaki drill and twill.
652 2 6 Printed khangas.

Note:

By this amendment 'khaki drill and twill' and 'printed khangas' from all sources will now require a specific import licence.

Any inquiries relating to the above notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

SOUTH AFRICA

Application for increase in customs duty

CUSTOMS TARIFF Application List No. 403, published in the Republic of South Africa *Government Gazette* of October 22, states that the Board of Trade and Industries have received an application for increase in Customs duty on woven wire, excluding cloth of high carbon steel wire or of a mesh in the range of 10 to 80 wires per inch, and of a width not exceeding 5 feet from free of duty to 20 per cent *ad valorem*.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact that body. If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 7850/65.

ABU DHABI

Income tax

AN INCOME TAX LAW was signed and promulgated on September 19 by the Ruler of Abu Dhabi, HH Shaikh Shakhbut bin Sultan.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2221) quoting reference number CRE/14795/G.

SPAIN

Suspension of customs duties

IN THE *State Gazette* of October 12, the Spanish authorities announced the following regulations regarding import duties:

Tariff Heading	Description	Details
12.01 B 3	Soya beans . . .	Suspension of duties extended to January 5
04.05 B	Fresh eggs	Suspension of duties extended to January 6

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

THE NETHERLANDS

Facilities for British businessmen visiting Amsterdam

BRITISH BUSINESSMEN visiting The Netherlands may wish to note that when in Amsterdam they may contact the newly-established Commercial Department of HM Consulate-General in Amsterdam direct by dialling 234607 on the telephone.

Import duty tariff quotas

A NETHERLANDS Ministerial Order No. D5/7155 of October 8, 1965 (*Nederlandse Staatscourant* No. 194 of October 8), contains an **Addition** (reproduced below) to the list of goods to be admitted at a reduced rate of import duty up to an annual quota specified against each item when imported from **non-EEC countries.**

Goods imported under the terms of this Order may **not** be re-exported from The Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated.)

The order came into force from October 11, 1965.

Addition

Tariff No.	Description of goods	Annual Quota (Quantity: Metric tons)		Reduced Import Duty (Per cent)	
		OLD (Prior to Jan. 1, 1965)	NEW (From Jan. 1, 1965)	OLD (Prior to Jan. 1, 1965)	NEW (From Jan. 1, 1965)
02.01 A II a 2	Meat of animals of the bovine species, frozen, for processing under customs supervision . .	5,000*‡	3,600†‡	12§	10¶

*Quota for the period from November 1, 1964, to December 31, 1964, inclusive.

†Quota for the period from October 11, 1965, to December 31, 1965, inclusive.

‡This quantity relates to meat *with* bone. 100 kg. of meat *without* bone is deemed to be equivalent to 130 kg. of meat *with* bone.

§Reduced import duty for the period from November 1, 1964, to December 31, 1964, inclusive.

¶Reduced import duty for the period from October 11, 1965, to December 31, 1965, inclusive.

A previous notice on The Netherlands Import Duty Tariff Quotas containing a reference to the above-mentioned item was published in the *Board of Trade Journal* of November 13, 1964, page 1089.

PORTUGAL

Regulations regarding engines consuming solid, liquid or gas fuels

THE PORTUGUESE *Diario do Governo,* First Series, No. 164 of July 24, 1965, published Decree No. 46,450 which sets out regulations regarding engines utilizing solid, liquid or gas fuels.

Internal combustion engines, steam engines or any other engines utilizing solid, liquid or gas fuels, may not be put into service unless the respective make, model and type of fuel has been approved by the Portuguese Directorate-General for Fuels.

Manufacturers or importers of engines must forward to the Directorate, all the technical documentation, including prototypes, for testing. A report on these tests shall be sent to the persons concerned, who shall pay 50 Escudos to the Directorate for each engine tested.

Failure to comply with these regulations shall be punishable by a fine of 1,000 Escudos for each engine.

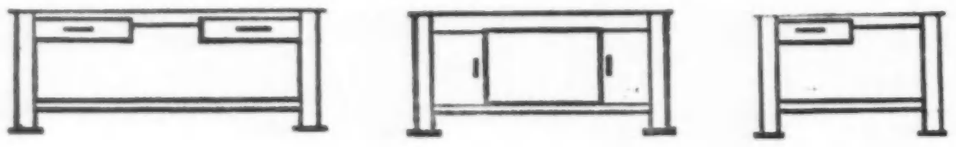
This Decree came into force on July 24, 1965.

Drawback of import duty on paper board and overlay and melaminic resins

THE PORTUGUESE *Diario do Governo,* First Series, No. 189 of August 23, 1965, publishes Order No. 21,486 authorizing under the drawback system the importation of paper and paper board, and overlay and melaminic resins, classified under headings 48.07 and 39.01 of the Customs tariff, to be incorporated in the manufacture of laminated sheets of 2.44 metres by 1.22 metres, and with a thickness of 1 mm. to 1.5 mm. allowing for a 10 per cent tolerance.

Duties to be refunded shall be those corresponding to 518 grams of ornamental paper, 155 grams of 'Barreira' type paper, 94 grams of overlay paper and 900 grams of melaminic resin.

Inquiries about these notices should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).



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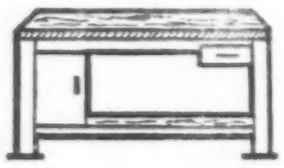

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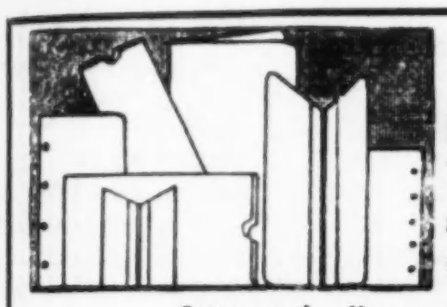

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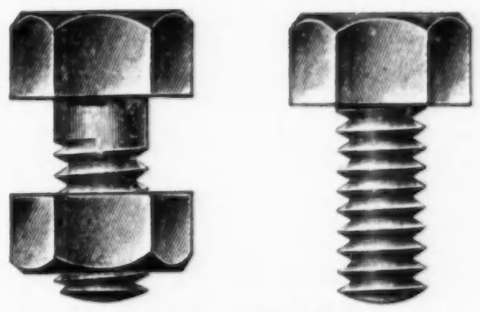

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IRISH REPUBLIC

Import quota for sparking plugs

THE GOVERNMENT of the Irish Republic have announced the following quota under the Control of Import Acts, 1934 to 1964, for the period November 1, 1965, to October 31, 1966:

Goods	Quota	Quota Number
Certain sparking plugs and certain component parts of sparking plugs.	9,075	35

ITALY

Special concessions for industries in Southern Italy

IN LAW 717 of June 26, 1965, the Italian Government has prolonged until December 31, 1980, the existence of the Cassa per il Mezzogiorno (Fund for the Development of the South), previously due to terminate on June 30, 1965. While most of the concessions will remain in force, those relating to the exemption from Customs duties and the 50 per cent reduction in Turnover Tax for building materials, machinery and industrial equipment intended for use in Southern Italy, will only be extended until December 31, 1965, and will then come to an end.

LOADING SHOVELS EN ROUTE FOR SPAIN

Seen leaving the Blackburn Works of Chaseside Engineering Company Ltd., a subsidiary of British Northrop Ltd., two more Chaseside Super Loadmaster Four-Wheel Drive Loading Shovels, starting off the long journey to Barcelona, Spain. These machines are part of the recent order for 17 machines ordered by Industrial y Commercial de Machineria S.A. of Barcelona. So far during 1965 some 70 machines have been ordered for Spain, they will be working in quarries and major construction development areas.

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	2 July 1965
Business names registered (A)	12 Feb. 1965
Capital expenditure:	
By industry – provisional (Q)	10 Sept. 1965
– final (Q)	8 Oct. 1965
Distributive and service trades (A)	1 Jan. 1965
Expected capital expenditure (6-M)	15 Oct. 1965
Catering trades turnover (M)	15 Oct. 1965
Chemical industries production (6-M)	21 May 1965
Companies:	
Accounts delivered under the Protection of Depositors Act (6-M)	16 July 1965
Income and finance (Q)	6 Aug. 1965
New companies registered (M)	17 Sept. 1965
Property companies (A)	6 Nov. 1964
Credit:	
International trade credit (A)	7 May 1965
Engineering and electrical goods:	
Deliveries of certain products (Q)	1 Oct. 1965
Production, exports and orders (M)	This week
Film industry:	
British film fund agency returns (M)	This week
Cinema admissions and takings (M)	1 Oct. 1965
Overseas payments and earnings (A)	25 Sept. 1964
Registration of films (A)	29 Jan. 1965
Trends in film-going (A)	10 Sept. 1965
Food consumption levels (A)	20 Aug. 1965
Foreign trade:	
Commonwealth trade (A)	25 June 1965
Sterling area trade summary (Q)	20 Aug. 1965
Trends in exports of manufactures (A)	27 Nov. 1964
World trade and production (Q)	3 Sept. 1965
Foreign trade of the UK:	
Trade by air (6-M)	30 April 1965
Unit value and volume index nos. (M)	8 Oct. 1965
Value of overseas trade (M)	22 Oct. 1965
Gold and dollar reserves (M)	8 Oct. 1965
Hairdressing trades turnover (M)	15 Oct. 1965
Hire purchase:	
Assets and liabilities of HP companies (Q)	20 Aug. 1965
Business (M)	8 Oct. 1965
Industrial building:	
Provisional figures (Q)	6 Aug. 1965
Industrial production:	
Index nos. (M)	This week
N. Ireland index (M)	This week
Insurance companies:	
Assets (A)	9 July 1965
Transactions (Q)	24 Sept. 1965
Investments and overseas earnings (6-M)	2 April 1965
Laundries and dry cleaners turnover (M)	15 Oct. 1965
Machine tools deliveries and orders (M)	This week
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	24 Sept. 1965
Pension funds:	
Assets (A)	9 July 1965
Transactions (Q)	3 Sept. 1965
Retail prices index (M)	22 Oct. 1965
Retail trade:	
Index nos. (M)	8 Oct. 1965
N. Ireland index (M)	This week
Shipping movement at UK ports (M)	This week
Stocks:	
Manufacturers and distributors (Q)	8 Oct. 1965
Retail (M)	8 Oct. 1965
Textiles:	
Clothing and textile orders and deliveries (M)	22 Oct. 1965
Man-made fibres production (M)	15 Oct. 1965
Wholesale houses sales (M)	15 Oct. 1965
Wool and cotton output (M)	22 Oct. 1965
Tourism:	
International tourism (A)	10 Sept. 1965
UK tourist traffic (M)	8 Oct. 1965
Wholesale prices:	
Average prices of selected commodities (A)	19 Feb. 1965
Index nos. (M)	15 Oct. 1965

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade Addresses	17 Sept. 1965
Board of Trade Regional Organization	15 Oct. 1965
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	9 July 1965
British Commercial Representatives Overseas	27 Aug. 1965
Directory of Board of Trade Departments and their work	14 Aug. 1964
ECGD Local Offices	9 July 1965
Official Receivers' Offices	29 Jan. 1965
United States Consular Offices in the UK	14 Aug. 1964

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A factory grows, to keep pace with a hundredfoid increase in exports

The morning sun shines. A concrete slab goes up. There's much noise and banging. But it's sweet music in the ears of this Lancashire Managing Director.

Interviewer: *You've been exporting only since 1960?*

Managing Director: Correct, yes. We began exporting in a small way, of course, but now our export business is well up to six figures. This is why we're extending the works. Must keep our delivery dates short.

I: *You've always had* ECGD *cover. Has this helped your expansion?*

MD: Very much. Knowing we're covered against loss gives us the confidence to push out into new markets.

I: *Which markets are you doing best in?*

MD: France and West Germany are our biggest, but lately we've ventured much further afield. To U.S.A., Malta, Pakistan, Ghana, Nigeria, Sabah, besides others in Europe. Obviously we ourselves could never properly check the credit-worthiness of so many buyers in so many different markets. But we know that if ECGD will insure us on an order, we can go ahead and accept it.

I: *How are you finding the competition overseas? Tough, is it?*

MD: We have an edge with our products as we specialise only in pullet rearing and laying batteries for egg production. This is a field where Britain is way out in front. But the sort of terms we can offer is sometimes crucial. ECGD allows us to offer extended credit up to two years, and being able to do this can make the difference between getting and losing an order.

I: *You seem to be getting plenty of orders. And no claims so far.*

MD: That's good for ECGD! Good for us, too, though, because we look at it this way: ECGD give us 90% cover against non-payment, default, bankruptcy of the overseas buyer, or what have you. So all we *ever* stand to lose is our profit—never our outlay. I think if more companies saw it this way, they'd be a lot more adventurous in their export programmes. There's terrific potential overseas. The exporter has everything to gain. And with ECGD cover no worries about losing his money.

The story is authentic, and this shortened transcript agreed by the company concerned; only the photograph is fictitious. Because it safeguards exporters against losses overseas, an ECGD policy is a positive tool for expanding your export trade—whatever your business. The premiums are lower, the cover fuller than ever before.
Contact your local ECGD Manager today.

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